

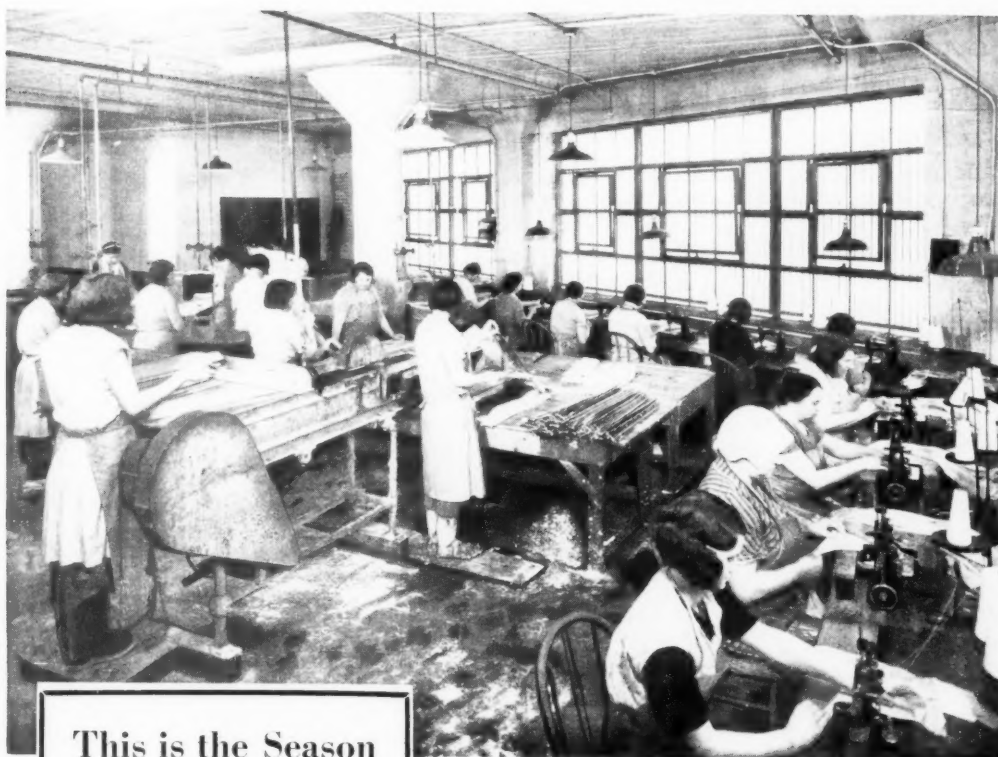
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 90

APRIL 28, 1934

Number 17



This is the Season
for
**SEWED
CASINGS**

We manufacture
all types and sizes.

Send for samples

Sewing Casings at

•
**THE
CASING HOUSE**
BERTH. LEVI & Co., Inc.

ESTABLISHED 1883

**NEW YORK
BUENOS AIRES**

**CHICAGO
HAMBURG**

**LONDON
WELLINGTON**

SELL MORE SAUSAGE

QUALITY is what builds sausage business. In order to produce quality sausage profitably, you must have the right machines. That means "BUFFALO" machines, because practically every successful sausage manufacturer knows they turn out the finest product, most economically.

The use of a properly designed, sturdily constructed machine like the improved "BUFFALO" Mixer is one of the most important steps towards insuring tasty, uniformly flavored sausage.

Here are just two of many expressions from users:

W. F. SCHONLAND SONS, INC.:
"We find the 'BUFFALO' Mixer very satisfactory in every respect. It mixes better and quicker than any mixer we have ever used."

JACOB FORST PACKING CO.:
"There is no comparison between the 'BUFFALO' Mixer and the one we had previously. This 'BUFFALO' machine meets with our entire satisfaction; we recommend it for Economy, Production and Quality."

Write for catalog and prices.

QUALITY FEATURES:

Scientifically arranged mixing paddles thoroughly mix every particle of cure or seasoning into the meat.

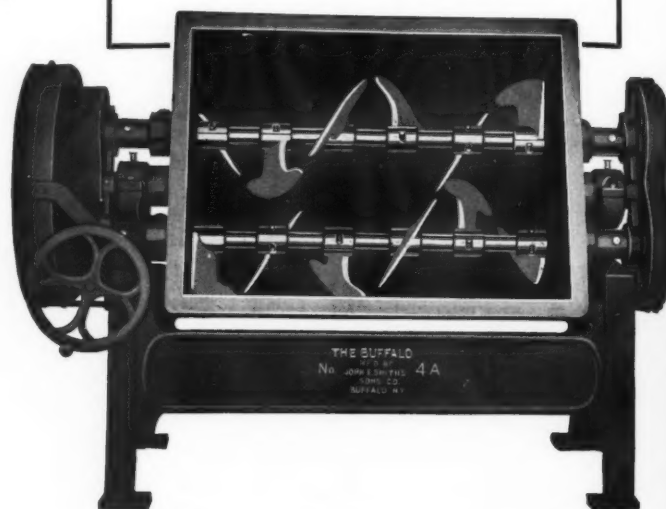
Center tilting hopper means fast unloading.

Silent Chain drive—noiseless in operation.

Exceptionally heavy bearings.

On motor models, motor and silent chain drive fully protected from water or meat.

Five sizes—Motor or pulley



"BUFFALO"
Meat Mixer

JOHN E. SMITH'S SONS CO.
BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



Chicago Office: 4201 S. Halsted St., Phone Boulevard 9020
Western Office: 1316 E. Slauson Ave., Los Angeles, California
Canadian Office: 189 Church St., Toronto, Ontario

VISKING announces

ITS ELEVENTH CONSECUTIVE
Voluntary Price Reduction

Effective

APRIL THIRTIETH
NINETEEN THIRTY-FOUR

IN REVAMPING our production facilities to meet the ever increasing demand for Viskings, certain new patented process improvements were developed resulting in further economies and increased efficiency to an extent that now enables us again to make a substantial reduction in Visking Prices.

These economies have been effected over and above increased operating costs due to a higher wage scale, shorter hours and a larger number of employees in accordance with our submitted code.

New price lists are in the mail

Over 70 patents issued by the United States and Foreign countries are owned by the Visking Corporation with many more pending. Purchasers of Viskings are licensed by The Visking Corporation to practice some of their patented processes during the preparation of food products when packaged in Viskings. However, licenses do not extend to the use of these patented processes in the preparation of products not to be packaged in Viskings.

REG. U.S. PAT. OFF.



THE VISKING CORPORATION
6733 WEST 65th STREET CHICAGO, ILLINOIS

Canadian Representatives: C. A. Pemberton & Co., 189 Church St., Toronto, Ontario — Representatives for Great Britain: John Crampton & Co., Ltd., 31 Princess St., Cornbrook, Manchester, S.W., England.

Week ending April 28, 1934

Page 3

KALAMAZOO VEGETABLE PARCHMENT CO.



MANUFACTURERS OF
PARCHMENT, WAXED AND BOND PAPERS
PARCHMENT, MICHIGAN
(KALAMAZOO COUNTY)

The American Management Association
20 Vesey Street
New York City

Gentlemen:

We are back from your Fourth Annual Packaging Exposition, pleased with results from our exhibit, but sick at heart over the packaging clinics.

Why, why, why must all discussion of a package be on color and design?

Surely the first job of any package is to deliver its contents safely and economically - with nothing lost out or broken, with nothing foreign added. Beauty in the package is important, but it can sell the product only once. It's what's in the package and how it is delivered that brings in the repeat orders.

Why not have a part of your program next year devoted to protection? You'd be amazed at its popularity. What kind of a box should we use, and WHY? What kind of paper? What kind of can, or board, or carton, or bag, or jar? WHY! These, too, are important!

Man, oh man, what a clinic that would be!

Very truly yours,

N. H. Jones
Sales Manager, Wax Paper Division

Glen Stewart
Advertising Manager
KALAMAZOO VEGETABLE PARCHMENT COMPANY

GB

SUTHERLAND'S

CONTROLLED PRODUCTION WINS AGAIN

KINGAN'S GROUP TAKES
ALL-AMERICAN AWARD

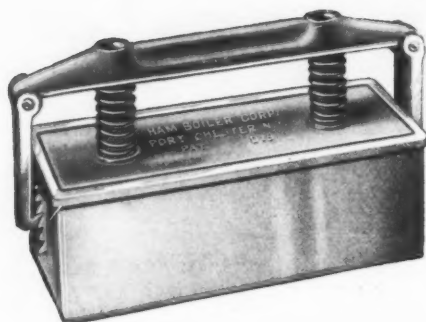
HERE'S THE VICTORY FORMULA—

- ★ A smart up-to-date design by one of America's leading designers.
- ★ Patent coated box board planned exclusively for Kingan to carry out the distinction and family identification intended by the designer.
- ★ Sutherland's control of quality from pulp through every process of printing and die cutting.



SUTHERLAND

PAPER COMPANY KALAMAZOO, MICH.



ADELMANN

**Luxury Loaf Container
and the Perfect Product
it Produces**



Luncheon Loaves that build sales

Square loaves in Viskings provide remarkable stimulation to low sausage sales. Easy, simple and economical to produce, they accelerate sales, build volume, increase profits!

Products take on a distinctive tailored appearance by a simple operation—processing in the ADELMANN Luxury Loaf Container. The pleasing effects of pistachio nuts, pickles, pimentoes and peppers used in sausage, are visible. The practical shape and appearance accomplished by the ADELMANN Luxury Loaf Container, plus the identification and protection afforded with Viskings, result in a style that cannot be confused or compared with ordinary competitive products—a combination that insures sales by practicability, appearance and low cost.

The ADELMANN Luxury Loaf Container has been favored many years in the industry for the production of fine meat loaves. With Viskings, it can also be used for producing Blood and Tongue Sausage, Head Cheese, Sulze, Luncheon Loaf, Pressed Corned Beef, Cooked Loins and Jellied Tongue. Equipped with famous ADELMANN Yielding Springs and Self-sealing cover, perfect shape and unsurpassed flavor are guaranteed. Write for complete details today!

Made by the makers of ADELMANN Ham Boilers—
"The Kind Your Ham Makers Prefer."



**EASY!
SIMPLE**

Using the ADELMANN Luxury Loaf Container is easy and simple. Just place the stuffed Visking Casing into Container, fasten cover, and cook.

HAM BOILER CORPORATION

Office and Factory—Port Chester, New York

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.





FIGURES BY TONY SARG

"They Shall Not Pass!"

Germs can't touch good food when it is wrapped in Patapar. No matter how much the food is handled. No matter what the conditions may be of grease or moisture. That is because Patapar is insoluble. When wet it is soft and pliable—yet fully as firm as when dry. So it can be depended on always to give full protection from germs, odors, light, dust and air.

Whether it's meat, butter, fish, vegetables, cheese, lard, tea, coffee, or confectionery,

Patapar will prove to be "the best wrapper that money can buy". Not only because it gives best protection, but also because you can identify it to your customers—by showing the nationally advertised Keymark on each printed wrapper.



Want to test Patapar? Write for Folder T, with sample, Free. Paterson Parchment Paper Company, Bristol, Pennsylvania. Sales Branches at New York, Chicago, San Francisco.

Patapar

THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

Guardian of Quality



DAY
AFTER
DAY!

YOU can place complete confidence in this staunch guardian of quality—this trustworthy BRISTOL'S Recording Thermometer. By untiringly watching and recording temperatures at all stages of your heating process, it is an invaluable helper in preserving the fine quality of your product. What better way to help you hold the consumer's good-will? The result of intensive research by BRISTOL'S Engineers, this Recording Thermometer has many refinements you are certain to approve. Note particularly:

- (a) Handsome, rectangular non-ferrous metal case, of dirt-proof, moisture-proof, water-proof construction, with black enamel or other attractive finish.
- (b) Heavy duty clock, with all parts protected against corrosion.
- (c) Vapor tension thermometer system, having BRISTOL'S world-famous helical actuating element, the *accepted standard of accuracy and sensitivity*.
- (d) Special non-ferrous alloy, flexible capillary, enclosed in extra heavy polished flexible protection tubing.
- (e) Convertible type bulb, interchangeable on vats, pipe lines or tanks.

Ask us to tell you where and how you can improve your quality by BRISTOL'S Thermometers.

THE BRISTOL COMPANY, WATERBURY, CONN.

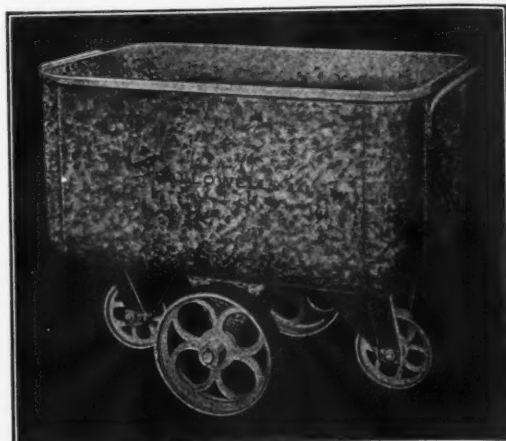
Branch Offices: Akron, Birmingham, Boston, Chicago, Detroit, Los Angeles, New York, Philadelphia, Pittsburgh, St. Louis, San Francisco

BRISTOL'S

TRADE MARK REG. U. S. PAT. OFF.

PIONEERS IN PROCESS CONTROL SINCE 1889

THE HEAVYWEIGHT



Pat. applied for

Fig. 1091—"Hallowell" Meat Truck

The "HALLOWELL" is built very strong to stand heavy work. All corners are well rounded, top is beaded, and everything except the running gear is thoroughly galvanized after fabrication.

Full data covering the complete "HALLOWELL" Line in

BULLETIN 449

STANDARD PRESSED STEEL CO.

BRANCHES
BOSTON
CHICAGO
DETROIT

JENKINTOWN, PENNA.

BOX 550

BRANCHES
NEW YORK
SAN FRANCISCO
ST. LOUIS



PEACOCK BRAND

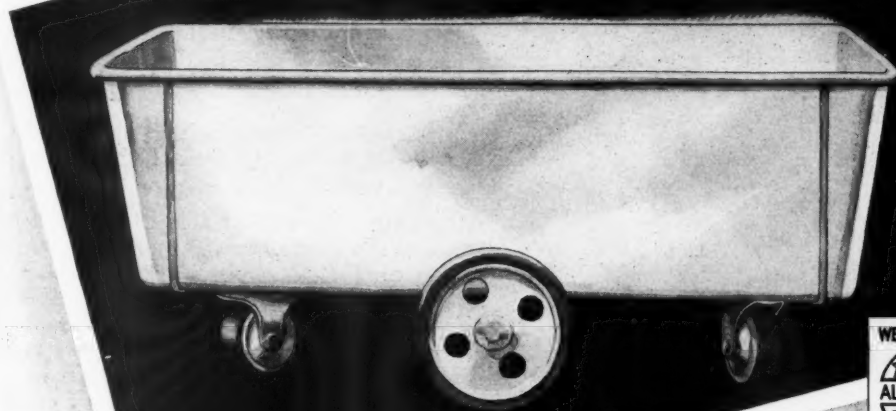
PACKINGHOUSE SPECIALTIES

QUALITY

IS ALWAYS
IN STYLE
WHEN
YOUR
SAUSAGE
AND OTHER
PROCESSED MEATS
ARE PREPARED
WITH
PEACOCK BRAND
PRODUCTS

W^m J. Stange Co.
CHICAGO

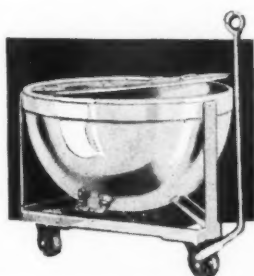
"Free Wheeling" for Meat Products



with Light, Sanitary

"Wear-Ever" Trucks

Easier to handle because they weigh much less, "Wear-Ever" Meat Trucks make light work of heavy loads. They are of sturdy construction and are made of hard wrought sheet aluminum. They bring greater efficiency, speed and economy to inter-department hauling jobs.



"Wear-Ever" Portable Steam Jacketed Kettles produce better results for less cost. Available in many sizes. Of aluminum, they are light and easily moved.

Made of corrosion-resistant aluminum, non-contaminating, and safe in contact with meats, "Wear-Ever" Meat Trucks are sanitary in every respect. They're non-absorbent. They can be kept pleasingly clean. Made to order in any size or type.

Our engineers will be glad to assist you in choosing the types and sizes of trucks to fit your needs. Please write THE ALUMINUM COOKING UTENSIL COMPANY; Desk E, 470 11th Street, NEW KENSINGTON, PENNSYLVANIA.



"Wear-Ever"

ALUMINUM COOKING UTENSILS

THE STANDARD - MADE OF THICK, HARD SHEET ALUMINUM

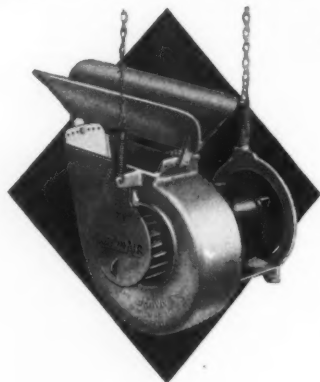
Figure the Savings in Dollars and Cents

and you'll install an

ACTION-AIR

formerly "DeFROSTaire"

in your cooler



Write for Details of
FREE TRIAL Offer

THE BROWN CORP.

120 CHESTER ST.
SYRACUSE, N. Y.

DEALERS WANTED

HERE'S an investment that pays real money—real savings that can be figured in dollars and cents.

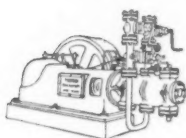
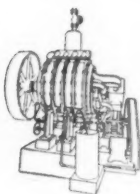
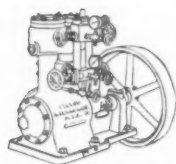
ActionAir, the new-principle air-conditioner, balances the temperature throughout your cooler—minimizes shrinkage, discoloration and spoilage. In addition, depending upon your own operating conditions, it can be arranged to lower existing temperatures and speed cooling—prevent condensation—control ice in coil-type coolers—banish mold and musty odors.

The ActionAir is easy to install and economical to operate. It requires no change in your present system and does not take up valuable floor space or storage space.

Vilter

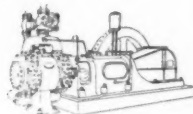
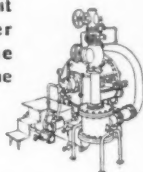
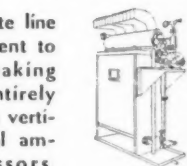
REFRIGERATION

—DOES A REAL JOB—
ALWAYS •



There is a complete line of Vilter equipment to choose from, making compromises entirely unnecessary. The vertical and horizontal ammonia compressors, rotary compressor for "booster" service, unit type air conditioner and Paklce machine shown here indicate the large variety of Vilter refrigerating equipment which is made for all types of refrigerating service.

ASK US



THE VILTER MANUFACTURING CO.

ESTABLISHED 1867

2118 S. FIRST ST.

MILWAUKEE, WIS.

THEURER ICEFIN Refrigeration



The
**MODERN COMMERCIAL BODY
COOLING UNIT**



Cold Air Flow

1. Insulated surface, to eliminate condensation forming on Unit. (No water to soak products.)

2. Expels cold air to TOP of body to keep body temperature uniform.

3. Maintains 40° - 50° temperature.

4. Motor driven fan; off car battery.

5. Uses wet ice—inexpensive to operate.

Model A
Cap., 150 lbs.
Wgt., 140 lbs.
Body Space,
11 cu. ft.

THEURER WAGON WORKS, INC.

INSULATED
New York, N. Y.

COMMERCIAL REFRIGERATED
BODIES North Bergen, N. J.

How to Improve YOUR JELLIED MEATS



The outstanding clarity,
jelly value and neutral taste
of Wilson's Gelatine will go
far towards improving the quality
of your jellied meats.

Your assurance of the utmost in
quality is the fact Wilson's gelatine
complies with all state and federal
pure food regulations. Wilson gela-
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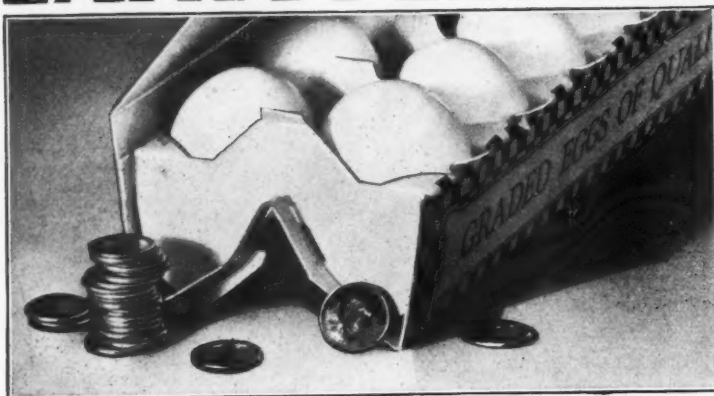
Place the burden of proof on us.
Samples and quotations furnished
upon request...no obligation in the
least.

WILSON & CO
CHICAGO



WILSON PURE FOOD GELATINE . . . THE STANDARD OF THE GELATINE INDUSTRY

EXTRA PENNIES



PROFIT WHEN YOU USE *THIS* CARTON

A Few Well Known Users

Swift & Company
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Wilson & Co.
Morris & Co.
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Beatrice Creamery Co.
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Co.
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EGGS packed in SELF LOCK-
ING Cushion Cartons are not
chained down to current market
prices; you can get an extremely
liberal premium above the market.
That's because this package makes
EGGS LOOK like they are WORTH
MORE money. It clearly conveys
the atmosphere of class, of su-
periority—and folks have always
been glad to pay EXTRA for these
features.

Standardize on SELF LOCKING
Cushion Cartons and enjoy extra
pennies profit on every dozen.

Free samples gladly sent upon
request.


SELF-LOCKING
EGG CUSHION CARTONS
SELF-LOCKING CARTON CO.
589 E. Illinois St. CHICAGO Phone Superior 3887



The New IDENTABAG Pat. Pend.

The greatest improvement in stock-
inettes at NO EXTRA COST! Iden-
tifies immediately closed end of bag,
identifies bags for individual cuts of
meat. Saves time and money!

WRITE!

fred C. Leahn 
State 1637
222 West Adams St., Chicago, Ill.

Selling Agent

THE ADLER COMPANY
CINCINNATI

The World's Largest Knitters of Stockinette Fabrics

"SEASLIC"

A name long and favorably known as

The "Original Liquid
Sausage Seasoning"

We own the original formulas
We can reproduce your private formula

GRIFFITH Makes

The Ideal Flavorly Spices



The GRIFFITH LABORATORIES
1415 West 37th Street Chicago, Illinois



JACK SPRAT

MEAT PRODUCTS

U.S. INSPECTED AND PASSED BY
DEPARTMENT OF AGRICULTURE EST. 28

CUDAHY BROTHERS CO.
CUDAHY, WISCONSIN

NET WEIGHT
— LBS. — OZ.





JACK SPRAZ

**MEAT
PRODUCTS**

U.S. DEPARTMENT OF AGRICULTURE
REGISTERED AND PATENTED BY

CLARK'S BROTHERS CO.
CHICAGO, ILL.

NET WEIGHT
— LBS. — OZ.



For

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THE
M
3325

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Week



Practice **SOUND ECONOMY** by using *C. D. Angle-Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades*

Many have asked us how we have been able to constantly increase our sales, in spite of current business conditions. The answer is simple—**SOUND ECONOMY** is no longer something men talk about. It is something that all the large packers and thousands of sausage manufacturers have learned through **PRACTICE**; namely, that it is **SOUND ECONOMY** to use the C. D. Angle Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades. Do not delay. Send today for price list information.



TRADE MARK



TRADE MARK

THE SPECIALTY MANUFACTURERS SALES CO.
2021 Grace Street Chas. W. Dieckmann, 'Phone: LAReview 4325 Chicago, Illinois

RANDALL STUFFER TUBES

The purchase of Randall Stuffer Tubes means real efficiency and economy. They're made of simulated German silver and guaranteed not to tarnish, corrode or break. The interior is perfectly smooth, thus permitting ready flow of material; highly polished outside. Available in twelve convenient sizes. Will fit any make of stuffer.

Write for details!

R. T. RANDALL & COMPANY

Equipment for Sausage Makers
331-333 N. Second St. Philadelphia, Pa.

For Quality Meat Products

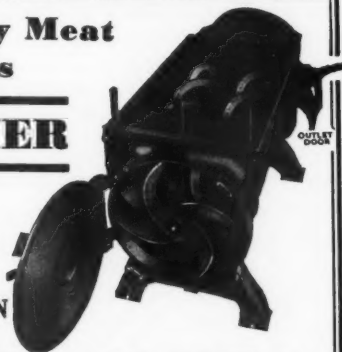
KUTMIXER

Write for
circular

**THE HOTTMANN
MACHINE CO.**

3325 ALLEN STREET

PHILADELPHIA, PA.



The Man Who Knows



The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger, Liver, Summer (Mettwurst), Chill Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings and NEVER-FAIL Curing Compound.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

H. J. MAYER SPECIAL SAUSAGE SEASONING

*The prime
favorite of
progressive
packers*

Join the LYONE Parade and make the finest Sausage ever made with
**H. J. MAYER NEW DEAL
LYONE SEASONING**



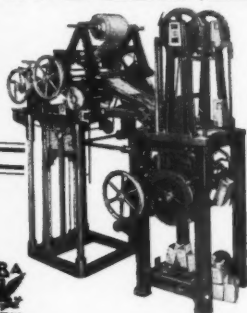
H. J. MAYER & SONS Co.

6819-27 S. Ashland Ave.

Chicago, Ill.

Canadian Office, Windsor, Ont.

MODERNIZE YOUR PACKAGES



And don't stop half-way with your modernization! Your packaging department offers unusual opportunities for extensive economies—economies that will more than pay the cost of improvements. With **PETERS' Packaging Machines** you can start with the low cost **PETERS' JUNIOR** for forming and lining cartons and add a unit at a time. The economies over your present operating methods will pay for the machines!

Complete particulars gladly sent. **WRITE!**

PETERS MACHINERY CO.

4700 Ravenswood
Ave., Chicago, Ill.

STEP by STEP

The **PETERS'** line of packaging machines is complete. Machines in all sizes for forming and lining or folding and closing cartons, hand or automatic feed, are available. You can build, *step by step*, with **PETERS.**

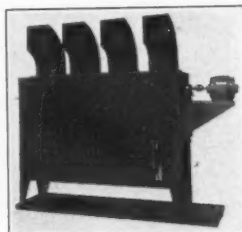
Cooling and Air Conditioning an Important Part of Our Business

THIS Company, for more than two decades, has been a leading manufacturer of Cooling and Air Conditioning Equipment. Clarage installations are many, and successful. We have had wide experience in this particular field.



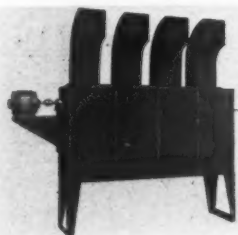
Unit Air Conditioner providing both temperature and humidity control.

There is Clarage Equipment available to meet any requirement from the simple cooling job to completely air conditioning an office building, or providing controlled climate in industry to protect against production "lags," spoilage and high production costs.



Unit Cooler for food products cooling and refrigeration.

When you bring your problem to this organization, you have placed it in expert and experienced hands. CLARAGE FAN COMPANY, Kalamazoo, Michigan.

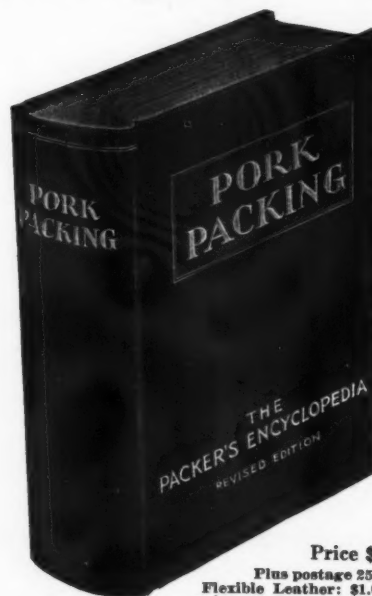


New Combination Unit Heater and Cooler—factory cooling at very low cost.

CLARAGE

AIR HANDLING AND
CONDITIONING EQUIPMENT

Do You Know How to CONVERT as well as to MAKE pork cuts that bring the best prices?



Price \$6
Plus postage 25c.
Flexible Leather: \$1.00
extra.

This book shows the pork packer how to operate to best advantage, how to make operations efficient, get highest possible yields from products. Discusses important factors in departmental operation—has many important figured tests for increasing profits!

CHAPTER HEADINGS

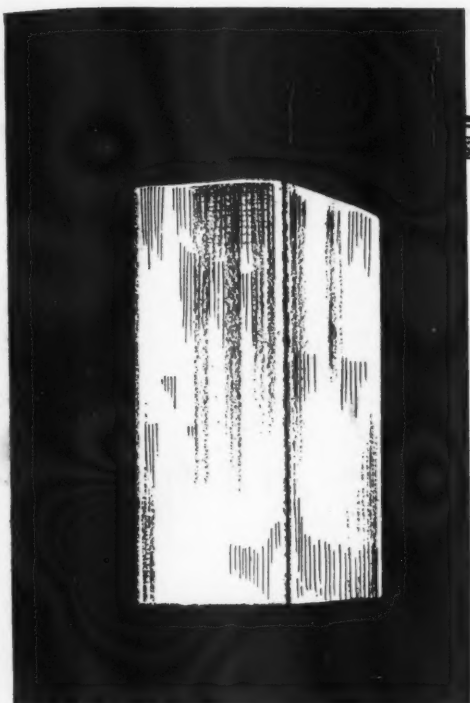
- I—Hog Buying
- II—Hog Killing
- III—Handling Fancy Meats
- IV—Chilling and Refrigeration
- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
- X—Provision Trading Rules
- XI—Curing Pork Meats
- XII—Soaking and Smoking Meats
- XIII—Packing Fancy Meats
- XIV—Sausage and Cooked Meats
- XV—Rendering Inedible Products
- XVI—Labor and Cost Distribution
- XVII—Merchandising

You NEED this book for successful operation. It is a practical discussion of best pork packing methods, backed up by extensive test figures!

ORDER NOW!

Book Department

THE NATIONAL PROVISIONER
407 South Dearborn St., Chicago, Ill.



BELOW FREEZING

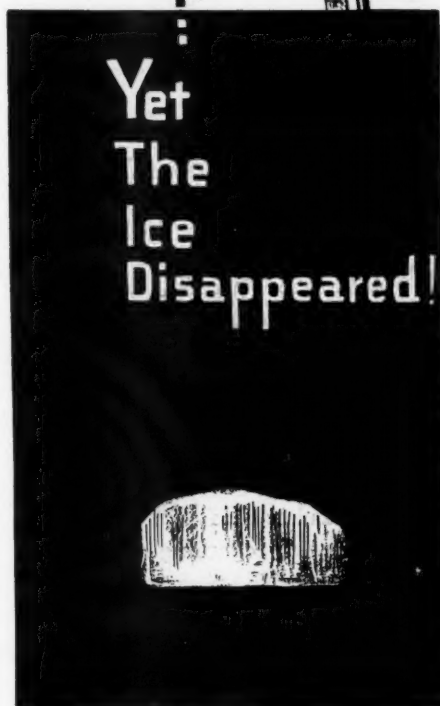
A cake of ice, exposed to the air, will evaporate — even though the temperature be below freezing.

Meats hanging in the refrigerator are subject to this same process of evaporation; dehydration takes place in hams and bellies unless they are well wrapped in paper that successfully wards off circulating air currents.

To provide a paper that would withstand those destructive air currents, H. P. S. Master Freezerwrap has been developed — a paper so tough and sturdy that but one sheet is necessary instead of the two formerly required. This assures economy along with protection; paper costs are reduced and wrapping charges are likewise greatly reduced.

This sheet will not allow air currents to pass through it; consequently, dehydration does not take place.

May we send you full sample sheets for testing in your own plant?



H. P. SMITH PAPER COMPANY

H. P. S. Waxed and Oiled Packers Papers

1130 West 37th St.



Chicago, Ill.

Name Any Dry Sausage Product—You will find that Circle E MAKES IT!



Highest Quality Always Uniform

Circle E products are built up to a standard, not down to a price. Yet the price is in line and the standard of quality is rigidly maintained. Send today for information regarding our profitable plan and such other information as you desire. We'll reply promptly.

Think what it means to carry a really complete Dry Sausage line. No matter what your dealer wants, you can deliver. Also, by stocking the dealer with a full line, he makes more sales and you get more business.

And think what it means to be able to buy the complete line from a single, long established house, noted for the quality and uniformity of its product. All records and dealings are simplified; while time devoted to buying is reduced to a minimum, responsibility is centered, and shipments are economical.

This is the day of simplified methods and reduced costs. Look into the Circle E plan.



Business-building products with a good profit-margin

Handle the Circle E line and you sell products that will repeat because of sheer goodness. You make a good profit, too. Circle E solicits no business from the retail trade. You have the field to yourself. Write today for full details.

Circle E Provision Company

UNION STOCK YARDS - - CHICAGO, ILLINOIS

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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Profits in Meat Package Modernization

How Kingan & Co. Increased Sales and Reduced Packaging Costs with Redesigned Containers

MEAT packers are taking a very constructive view of meat packaging.

The container is no longer considered as an added cost in distribution, merely a vehicle for getting products to consumers in better condition. It is regarded more and more as an efficient aid in favorably influencing sales, increasing profitable volume and reducing the selling cost per unit of product.

The result is apparent in the types of containers for meat appearing on dealers' shelves.

Two Package Ideas

The type of modern meat package — for example — is not merely a container depending on pre-selling effort for appeal, but has been designed to take an important place in a co-ordinated sales and merchandising program.

Out of this interest in packages and package modernization have come two

different schools of thought on container design.

One group definitely favors the "family of packages," where the same labels and colors and a very similar general design are used for all wrappers and packages. This idea is capable of extension, when desired, to all features of the business.

On the other side are those who think a general design that instantly identifies every product as a member of a family is a decided sales advantage, but who prefer to work under more or less flexible specifications.

Has Sales Appeal

Such a policy, those in this latter group believe, provides greater attractiveness and sales appeal in the individual packages and the entire packaged line than is the case when rigid specifications govern wrapper and container design.

How package modernization can be made to influ-



BLOCK DESIGN IS AN EYE-CATCHER.

A standardized block design in contrasting colors is the feature of the new design for Kingan packages, containers, labels, etc. The design is applied even to refrigerator cars, trucks, signs and stationery. Blue and buff are the colors used on the "Reliable" brand. The trade mark, in blue and red, has been simplified in design without loss of distinguishing details.

ence sales is illustrated in the experience of Kingan & Co., Indianapolis, Ind. **Quick Volume Increase.**

This company reports that sales of products in new containers have been increased materially although the new packages have been in use for only a comparatively short time.

These new Kingan packages were the prize-winning entry in the family group at the fourth Modern Packaging, Packing and Shipping Exposition held in New York City in March, 1934, and as such have had wide publicity among food manufacturers and merchandisers. Also Kingan & Co. won first prize in the family group section of the Wolf Award sponsored by the American Management Association, being the only firm to win a first prize in these two different competitions. There can be no doubt as to their attractiveness and value as sales aids, or the correctness of their fundamental design and its application.

A Distinctive Design.

As will be seen from the accompanying illustrations, the new Kingan packages are made up in a basic design of alternate blocks of contrasting colors. This design is being applied not only to all packages and containers, but also to labels, signs, refrigerator cars, trucks, stationery, etc. The words "Kingan's Reliable," the company's trade mark, and the name of the product appear on the design in contrasting colors.

Application of the new design has been applied to date to wrappers and packages including the following:

Printed Cellophane.—For wafer sliced dried beef, Canadian bacon, ½- and 1-lb. packages of bacon, and pork tasties.

Cans.—For corned beef hash, pork sausage, spiced ham, pork brains, sandwich spreads, Vienna sausage, tripe, chili con carne, luncheon loaf, lard.

Glass.—For pigs feet, spiced lamb tongues, sliced dried beef, ox tongues.

Parchment.—For slab bacon, picnics, hams.

Counter display cartons.—Cellophane-wrapped bacon in 1½ and 1-lb. packages, Canadian bacon, dried beef.

Eventually every wrapper, package and container used by Kingan & Co. will carry this standard design.

The decision to redesign all labels and containers was made by the executives of Kingan & Co. two years ago after considerable thought and study. It was made with the full realization of the sales value of the old labels and containers, some of which had been in use for many years, the consumer good

Kingan for many years, and a meat-buying guide for thousands of housewives, came up for consideration. Both revision and abandonment of the design were suggested.

It finally was decided to retain the trade mark in simplified form. This revision was accomplished successfully.



FIRM NAME AND PRODUCT EMPHASIZED ON NEW PACKAGES.

Product, firm name and company trade mark stand out prominently in the new Kingan package design. All labels for canned and wrapped meats are printed on colored instead of white paper. This eliminates one printing operation and reduces production costs. A standard label and package design, enabling instant identification of every package as containing a Kingan product, was one of the results sought in the company's package modernization program.

will that had been built up with them and regardless of sentimental regard of the older members of the organization.

One of the results expected from a general redesign was greater attention-getting value and sales appeal.

But the fundamental aim was to revise and standardize—to give all labels and containers a family resemblance, so that any package would be recognized immediately as a product of Kingan & Co., even though firm name and label were not visible.

Further, it was desired that a basic design—applicable to refrigerator cars, signs, motor trucks, etc., as well as wrappers and packages—be developed.

After trying various methods of approach to a standardized design without the desired results, the decision finally was made to give the job of modernizing the package line to a packaging expert—one who knew his job thoroughly and who was not handicapped by company tradition and sentiment. H. H. Ferguson, head of the Kingan merchandising and promotion department, was assigned to work with this expert and given the responsibility of following through.

Increases Trade Mark Value.

The results, as shown in the accompanying illustrations, speak for themselves. Simplicity, attractiveness, sales appeal and a design readily recognizable by consumers as containing a Kingan product characterize every package.

Early in this work of redesign the old "Reliable" trade mark, used by

The new design, while better suited to the purpose of a trade mark, being simplified considerably, has lost none of the important details that distinguish it as the same "Reliable" identifying design it always has been. It is printed on the new containers in red and blue accompanied—as on the old containers—by the words "Kingan's" and "Reliable."

In these new containers a block design of alternate colors is used—golden buff and dark blue for the "Reliable" brand, and golden buff and dark red for the second, or "Indiana," brand. These colors were selected as being the most suitable and attractive only after careful consideration and practical tests.

Results Accomplished.

Packages were made up in these colors and displayed and "lived with" in the offices. Criticisms and suggestions were invited. Changes in shades were made from time to time, until the rich tones finally adopted as standards were evolved.

There are a number of details in these new Kingan wrappers and packages that immediately strike the observer as outstanding. Among them are:

- 1—Simplicity.
- 2—Effectiveness.
- 3—Absence of unnecessary and attention-detracting decorations and wording.
- 4—Contrasting lettering and backgrounds.
- 5—Legibility.
- 6—Evident sales appeal.

In fact, in these containers there seem to be all the essential elements good wrappers and containers should have, and nothing they shouldn't have.

In redesigning wrappers and packages for a large line of meat products, much important work remains to be done after trade mark design, colors and the general and more or less stand-



PACKER REDESIGNS ENTIRE PACKAGE LINE TO EMPHASIZE IDENTITY.

A group of Kingan & Co. products dressed up in new, colorful containers, wrappers and packages. This container design won first prize at the fourth Packaging Exposition, an achievement in which Kingan executives take justifiable pride. The entire packaged line of Kingan meat products soon will be wearing this new standardized dress.

ardized plan of using them have been decided.

Among the problems are those of application. Operations in all departments where the products to be packaged are processed must be studied to determine adaptations of the designs to the various types, styles, shapes and sizes of containers.

Production Problems Solved.

Materials most suitable and useful for wrapper, package and carton construction must be determined, keeping in mind production and selling conditions.

In the case of products packed in lithographed cans, inks must be found that will go through production operations and withstand the temperatures of processing in retorts without loss of brilliancy, beauty or change in shade.

Sizes of labels and containers must be worked out carefully, so that the greatest efficiency and least loss of material will occur in manufacturing, and cost be held to a minimum consistent with the class of containers produced.

All of these problems were solved successfully by Kingan. Sufficient time has not elapsed to apply the new designs to all wrappers, packages and containers in the Kingan line, but the "change over" is being made as rapidly as possible, and will be continued until the new dress has been applied to all products marketed in wrappers and packages.

Printing Costs Reduced.

A decided advantage results from a simplified design such as this. The Kingan labels, cartons, etc., are printed on a golden buff stock, which forms the background, so that in printing or lithographing only two colors are required—blue and red. This simplifies operations, reduces printing cost, and makes easier the problem of securing clear cut, attractive results. This feature of the design, company executives say, will result in savings that soon will defray the cost of modernization.

Provisions have been made to keep color variations within narrow limits through the use of color tolerance cards. These are furnished to manufacturers, who must remain within the tolerances in the production of all wrappers and containers. Colors must also withstand light without fading, no matter how long the packages may remain in stock in the stores of retailers.

It is the plan to use the same colors and extend the block design idea to all features of the Kingan business where they are suitable—advertising signs, trucks, refrigerator cars, salesmen's cars, stationery, etc.

The new containers were designed by Arthur S. Allen, New York City. The packages shown in the illustrations accompanying this article were produced by the following:

Glass Jars.—Capstan Glass Co.

Closures.—Anchor Cap & Closure Corp.

Cartons.—Sutherland Paper Co.

Cellulose Wrappers.—Milprint Products Co.

Parchment Paper.—Hartford City Paper Co.

Label Paper.—Oxford Paper Co.

Packages on Display.

In the opinion of Kingan executives the new designs not only accomplish the aims sought—a family association of packages and containers—but there also has been secured a very large de-

gree of artistic value and advertising and sales appeal effects.

It should be gratifying to Kingan executives that these packages were among the 12 prize winners selected from among some 1,200 entries at the packaging exposition. Packages must have a great deal more than ordinary merit to win in a competition of this kind, where the best examples of the package designer's art are on display.

All of the packages entered in this competition are now on display at the Permanent Packaging Exhibit, 425 Fourth ave., New York City. Showing of the winning packages at various advertising and commercial clubs are being arranged.

This is the second of a series of articles on packaging developments in the meat packing industry. The first, describing packers' practices in the use of steel barrels, appeared in the March 17, 1934, issue of THE NATIONAL PROVISIONER. Discussion of another packer's results in package modernization will appear in a later issue.

Packers Organize for Freedom in Livestock Marketing

ORGANIZATION of the Association to Maintain Freedom in Livestock Marketing was announced this week. Oscar G. Mayer, president of Oscar Mayer & Co., Inc., is chairman of the new association, whose purpose is indicated by its name.

"For several years officials of my company and other meat packers have keenly felt the need of an organization to be used in familiarizing the public with the true economics involved in the marketing phase of the livestock industry," Mr. Mayer said in his announcement.

"Through the association our member packing companies will cooperate in disseminating unbiased information concerning the marketing of meat producing animals.

"Our association, which is composed of packer members who buy animals on the central or terminal markets, as well as direct from farmers and their organizations, will cooperate with processors, producers and other individuals, and with associations interested in maintaining freedom in livestock marketing.

"The association will afford a means of cooperation, with federal, state and local governmental agencies in all matters pertaining to the maintenance of an unhampered live stock marketing system.

To Defend Market Methods.

"We shall defend direct marketing of livestock from unjust criticism and attack, but it is not the purpose of our organization to promote or favor any

type of marketing at the expense of any other type."

Included in the membership are: Rath Packing Company, Armour and Company, John Morrell and Company, Jacob E. Decker and Sons, Wilson and Company, Oscar Mayer and Company, George A. Hormel and Company, Swift and Company, T. M. Sinclair and Company, Cudahy Packing Company and Iowa Packing Company.

Officers of the new association are: Chairman, Oscar G. Mayer; vice chairman, Jay E. Decker; and treasurer, Jay C. Hormel.

AMENDMENTS TO AAA ACT.

Favorable report was made by the Senate committee on agriculture late this week on amendments to the agricultural adjustment act, following the presentation of his views in relation thereto by Secretary of Agriculture Henry A. Wallace. The amendments would clarify and broaden the powers of the Secretary in regard to marketing agreements and licenses issued under the act.

Administration officials state that the amendments "will make plain the very desirable power of the administration to prevent a dislocation of the competitive situation in nonbasic commodities resulting from the reduction in acreage or production of basic commodities under benefit payments."

Authority of the Secretary to have access to books and records of parties to marketing agreements is more clearly defined in the amendments.

Meat Packers Feature Displays at 1934 Chicago World's Fair

MEAT packers will have a leading part in making the 1934 Chicago World's Fair a new and worth-while exposition.

For the 1933 Century of Progress the meat and livestock industry cooperated in a splendid educational exhibit which is now a permanent part of the Rosenwald Industrial Museum in Jackson Park, Chicago.

Contributing to the novelty of the 1934 Fair three leading meat packers are erecting buildings and planning features which will interest every visitor to the exposition.

What was the old 23rd street bridge at last year's exposition, with its cheap shops, is being replaced by a structure known as the Swift Bridge and Theater, where the great Chicago Symphony Orchestra will give concerts twice a day for ten weeks. There also will be product and processing exhibits depicting the scope of the meat industry.

Education and Recreation.

Out in the water of the South Lagoon is growing the Armour building—three great halls, with dioramas, relief murals and exhibits of manufacturing, service to the farmer and education for

the housewife, a marine restaurant and solarium.

On Northerly Island is rising the Wilson & Co. building, where machinery in operation will demonstrate the manufacture and processing of packinghouse products, and where a roof garden will provide rest and refreshment for visitors.

The Wilson building has been under way for some time. Ground was broken last week for the Swift buildings, and the first piles driven for the Armour group in the South Lagoon. All exhibits are expected to be ready for the opening of the exposition on May 26.

Swift Bridge and Theater.

Contribution of Swift & Company to the 1934 exposition will be both industrial and cultural. What was formerly the 23rd street bridge between Northerly Island and the mainland is being converted into what is known as the Swift Bridge and Theater.

A great music shell with a stage capable of accommodating great orchestras and stage performances will face, across an expanse of 64 feet of water, a grand stand capable of seating 1,700 people. It will be equipped with a great



MUSIC FOR THE MASSES.

G. F. Swift, president of Swift & Company, and Dr. Frederick A. Stock, conductor of Chicago Symphony Orchestra, arrange for the appearance of that famous musical organization for a ten weeks' period beginning July 1, in the bandshell of the company's exhibit "The Swift Bridge of Service," at a Century of Progress.

Kilgen organ, which will be used both for concerts and organ recitals. The Chicago Symphony Orchestra, under the direction of Dr. Frederick Stock, will play a series of concerts for ten weeks, beginning July 1, and these concerts will be free to the public.

"We are greatly pleased that we are to have this great symphony orchestra under its world-famous director," said president G. F. Swift, as he signed the contract for the engagement. "It is one of the finest musical bodies in the world, and it is gratifying to be able to make this contribution to the cultural and entertainment program of the Fair."

"This is a great opportunity for the orchestra to do what it has wanted to do for years," said Dr. Stock, "but which we could not do because of the limitations imposed on us by our concerts in Orchestra Hall. We shall give two concerts a day, in the afternoon and evening, and the results may be a great thing for the advancement of music in Chicago."

Back of the auditorium will be exhibit halls in which Swift & Company will show extensive displays of products and processes. There will also be two restaurants, one at each end of the Swift Bridge.

At the Armour building three great halls will house exhibits, dioramas, relief murals and an actual manufacturing process designed to show progress of the company since 1867.

At the extreme south end of the building a solarium restaurant will be constructed, with a view over the water, (Continued on page 48.)



HERE IS A NEW STYLE IN CHRISTENINGS.

Plans have been completed and work has begun on the Armour and Company building for the 1934 World's Fair. Miss Martha Lee, daughter of president T. G. Lee of Armour and Company, dedicated the work by releasing the mechanism that drove the first pile for the structure, which will be erected in the center of the South Lagoon at the exposition grounds. She was assisted by her father, president Lee, and by president Rufus Dawes of A Century of Progress Exposition.

Why Meat Prices Rise with the Consumer's Ability to Pay

TRENDS in meat production and in livestock prices; ability and willingness of consumers to pay better prices for meat; why meat is not produced and processed close to the centers of consumption.

This and much other information of interest to livestock producers and meat consumers was given in the meat industry's radio forum broadcast on Sunday afternoon, April 22.

John W. Rath, president of the Rath Packing Co., Waterloo, Iowa, and chairman of the board of the Institute of American Meat Packers, furnished this information in reply to a series of questions propounded by Wesley Hardenbergh, vice-president of the Institute.

Mr. Hardenbergh asked the questions presented to the Institute by radio listeners.

The broadcast of April 22 was the fourth in a series of thirteen to be given each Sunday at 3 p.m. and again at 3:15 p.m., Central standard time. Mr. Hardenbergh opened the discussion as follows:

MR. HARDENBERGH: Mr. Rath, it seems to me that in your capacity as Chairman of the Board of the Institute, you are an ideal individual to speak about the meat packing business and to answer the questions which have been submitted by live stock producers. A question frequently asked is this: How has meat production stood the depression—is production up or down?

Enormous Increase in Production.

MR. RATH: Very definitely up. In 1933, we were confronted with a tremendous job in the meat packing business. Producers sent to us live stock which produced over eighteen billion pounds of meat, an increase of nearly a billion and a half pounds over the previous year. We had to sell that meat to consumers who simply could not pay very much for it because they did not have very much money to spend for anything.

MR. HARDENBERGH: I believe you mentioned before the broadcast that we ate about fifty million pounds of meat a day. And now you say that production increased a billion and a half pounds last year. It's pretty hard to grasp figures that are as big as those, Mr. Rath.

MR. RATH: Yes, it is. In these modern times we talk about billions of dollars or billions of pounds without realizing at all just what tremendously large figures we are dealing with. The increase of a billion and a half pounds of meat would supply our country for twenty-eight days. Maybe this will give you a better idea of what I mean: If an individual were to sit down and eat a half a pound of meat a day until he had eaten a billion and a half pounds

of meat, he would eat for eight million years, and if he had to eat the aggregate production of last year—eighteen billion pounds, he would have to eat a half a pound a day for nearly one hundred million years.

Consumer Determines Price.

MR. HARDENBERGH: Well, Mr. Rath, to do that one would have to live to a ripe old age, even for a meat-eater.

MR. RATH: It certainly would take him a long time. As a matter of fact, consumers in the United States did eat an average of about a half a pound of meat a day last year—and ate all the meat we had to sell. But the fact that the folks who consumed that eighteen billion pounds of meat had less than half of the amount of money to spend that they had in 1929 made a tremendous difference in what they were able to pay for it. That is the reason why prices were low.

I am proud to say that the meat industry was able to find a market for that eighteen billion pounds of meat and, I believe, sold it at the best prices which could be obtained for it, and paid producers of live stock the highest prices for their live stock that the prices of meat and by-products made possible.

Meat Prices Higher.

MR. HARDENBERGH: What you say reminds me that one of our listeners, Mr. W. H. McConnell, of Washington, Iowa, has sent in an interesting question to The Live Stock and Meat Forum. Mr. McConnell wants to know this: Since prices of all commodities have risen, why shouldn't consumers be willing to pay higher prices for meat? Can you give Mr. McConnell an answer, Mr. Rath?

MR. RATH: That is an interesting question. The answer to it is that consumers are paying higher prices for meat than they paid a year ago.

In the case of a perishable commodity like meat, the price, of course, is determined solely by the amount consumers will pay for a given supply. If the price is not satisfactory, the consumer can, and frequently does, substitute other foods. Prices of meat are higher than they were a year ago because consumers have more money to spend than they had last year and apparently are willing to pay higher prices for meat.

A comparison of the present prices of live stock and meats, with prices prevailing a year ago, shows that there have been substantial advances. Those figures show that consumers are now paying higher prices for meats, and that the packers are now paying higher prices for live stock than the prices paid a year ago.

Why, Mr. Hardenbergh, during the first three months of 1934 the packing industry paid over sixty million dollars more for live stock than it paid in the same period in 1933. Now, of course, the packing industry was able to pay more money for live stock because consumers were paying more money for

Meat Broadcasts

The Live Stock and Meat Forum is broadcast every Sunday from 3:00 to 3:15 p. m. Central Daylight Saving Time, 2:00 to 2:15 p. m. Central Standard Time over the following stations of the National Broadcasting Company:

WOW—Omaha	590 Kilocycles
WDAF—Kansas City	610 Kilocycles
KSTP—St. Paul	1460 Kilocycles
WIBA—Madison	1230 Kilocycles
WEBC—Duluth	1290 Kilocycles
WDAY—Fargo	940 Kilocycles
KFYR—Bismarck	550 Kilocycles
KSD—St. Louis	550 Kilocycles

Again from 3:15 to 3:30 p. m. Central Daylight Saving Time, 2:15 to 2:30 p. m. Central Standard Time, the program will be repeated over the following stations:

WLS—Chicago	870 Kilocycles
KSO—Des Moines	1370 Kilocycles
WREN—Kansas City	1220 Kilocycles
WOCR—Cedar Rapids	1450 Kilocycles
KWK—St. Louis	1350 Kilocycles
KOIL—Council Bluffs	1260 Kilocycles

"THE ROMANCE OF MEAT" is broadcast every Sunday from 4:00 to 4:15 p. m. Eastern Daylight Saving Time, 3:00 to 3:15 p. m. Eastern Standard Time, or 3:00 to 3:15 p. m. Central Daylight Saving Time, 2:00 to 2:15 p. m. Central Standard Time over the following stations:

WEAF—New York	660 Kilocycles
WEEI—Boston	590 Kilocycles
WTAG—Worcester	580 Kilocycles
WFI-WLT—Phila.	560 Kilocycles
WCR—Washington, D.C.	950 Kilocycles
WBEN—Buffalo	900 Kilocycles
WTAM—Cleveland	1070 Kilocycles
WTIC—Hartford	1060 Kilocycles
WMAQ—Chicago	670 Kilocycles
WJAR—Providence	890 Kilocycles
WCSH—Portland, Me.	940 Kilocycles
WFBR—Baltimore	1270 Kilocycles
WGY—Schenectady	790 Kilocycles
WCAE—Pittsburgh	1230 Kilocycles
WSAI—Cincinnati	1330 Kilocycles
WWJ—Detroit	920 Kilocycles

their meat in the first three months of 1934 than they paid in 1933.

MR. HARDENBERGH: You said, I believe, that during the first three months of 1934, the packing industry paid over sixty million dollars more for live stock than in the same period of 1933. Now can you tell me which class of live stock has gone up the most?

MR. RATH: Lambs have gone up more than other kinds of live stock, but all kinds have gone up.

As I look at the figures supplied by the United States Department of Agriculture, I see that the market price of hogs at Chicago, is about six per cent higher than it was a year ago and the price of cattle is from nine to twenty-five per cent higher. The Department of Agriculture's figures show that lambs are bringing nearly seventy per cent more now than they were at this same time last year.

As I said a moment ago, the reason why prices of live stock are higher is because the price of dressed meat has shown an increase over a year ago. That is true of beef, which is nine to fifteen per cent higher at wholesale than a year ago. The wholesale price of lamb is nearly one-third higher than it was a year ago, and the wholesale prices of pork products also are sub-

(Continued on page 49.)

Beef Cattle Under the Adjustment Act

By CHESTER C. DAVIS
Agricultural Adjustment Administrator*

DURING the months that have intervened since the passage of the Agricultural Adjustment Act, I have met many cattlemen in personal conferences to discuss the problems of the beef cattle producer and feeder, but this is the first time I have had an opportunity to consider them with such a representative group from such a wide territory.

Up to date, no general program has been developed for beef cattle. We are meeting here today to consider the basic facts surrounding the industry and to take steps which I hope will lead immediately toward the development of an effective program.

Our delay, as you know, was largely due to the fact that the Agricultural Adjustment Act, as originally passed, limited the assistance which could be offered to the beef cattle producers in meeting their own problems of adjustment. I share with you real gratification that within the past month the Congress has amended the Agricultural Adjustment Act to make beef cattle one of the basic commodities. This means that beef cattlemen of this country may now apply the full powers of the act to their current difficulties.

Previous Agreements Inadequate.

Hitherto the Agricultural Adjustment Administration could help cattlemen only indirectly. In dealing with problems of the cattle industry, the Secretary of Agriculture was limited to marketing agreements with processors, associations of producers, and others engaged in handling beef cattle or beef in the current of interstate or foreign commerce.

During 1933, you will recall there was much discussion favoring the development of an agreement with the packers, under which enough low-grade cattle might be removed from the regular channels of trade as to improve, at least temporarily, the beef cattle market. There were several serious limitations to a plan of this sort, however. There was the question of supplying adequate funds to meet expenses involved in such a plan. There also was the fundamental problem of holding future production in line even though the emergency adjustment was affected through the purchase of surplus animals.

*Address at conference of beef cattle producers, Sherman hotel, Chicago, Ill., Thursday, April 26, 1934.

Until the act had been amended, the Secretary of Agriculture could not enter into agreements with individual producers to provide for reduction in the production of beef cattle, then still a non-basic agricultural commodity. At the present time, the Agricultural Adjustment Administration is equipped with the full powers of the act to give every practicable aid to the beef cattle producers of this country.

Cattle Lowest in 1933.

First, I want you to survey with me the background of the cattle situation. The trend of beef cattle prices during the past several years and particularly during the past year has been downward, not only in dollars and cents per animal sold, but in relation to prices of things that farmers buy. During 1933, the level of cattle prices in the United States was the lowest reached thus far in the present century.

The average farm price of beef cattle in 1933, \$3.63 per hundredweight, was the lowest price on record since 1899. This was \$2.05 per hundredweight below the fair exchange value, based on pre-war price relationships and \$5.52 below the average price for 1929. The widest disparity on record between actual price and the fair exchange value

of beef cattle, as defined in the Agricultural Adjustment Act, occurred in December, 1933, when the spread was \$2.91 per hundredweight.

It is a significant fact, also, that the federally inspected slaughter of beef cattle in December, 1933, in this country was 721,000 head, or the largest for any month since 1927.

Beef Cattle Income Cut in Half.

I do not need to remind you that these rather dry-sounding figures have had and still have a terribly real meaning for the men of this country, all the way from the western range to the eastern Corn Belt feed-lot, who breed cattle as a major means for livelihood. In better days, the beef cattle business was a billion dollar industry and accounted for around 10 per cent of the national agricultural income. Recently, the total aggregate income from the slaughter of cattle and calves has fallen to less than the half-billion mark.

Since the first of the year, cattle prices have risen to some extent because of gradual improvement in consumer incomes, a limited diffusion of benefits in the retail meat trade resulting from reduced hog supplies and because reduced slaughter supplies of fed cattle are in prospect as a result of the short 1933 corn crop. But the fundamental facts remain as before, temporary price changes notwithstanding.

Most cattle men, I am sure, must be more or less familiar with the outline of the problem they face. By way of review, however, and for the benefit of the radio audience listening to this broadcast, I will touch briefly on the fundamental facts which stick up like broad guide-posts on a highway. It is essential that we give them proper heed in our casting about for a practicable program. Unfortunately, a year's delay has made these facts more troublesome.

Increased Production Causes Trouble.

The current trouble is due primarily to an increase of nearly 20 per cent in all cattle numbers on farm and range over numbers sold since about 1928, and partly to factors affecting demand for beef products. During the past six years, the dairy and beef cattlemen of this country have produced from 1,000,000 to 1,500,000 more cattle than they have marketed. They have been adding to their herds faster than they have been selling off.

The increase originally was stimulated by the relatively favorable beef cattle prices during the 1928-29 period, when cattle numbers were relatively low. This tendency to hold back cattle was further stimulated during the depth



EXPLAINS AIMS OF THE AAA.

Chester C. Davis, Agricultural Adjustment Administrator, proclaimed the success of the hog processing tax and discussed beef problems with a gathering of livestock producers at Chicago on April 26.

of the depression when the value of low-grade beef animals, particularly cows, fell so low as to return producers scarcely more than enough to cover marketing and transportation costs. Thus, a new cattle production cycle has been under way for six years, and we still are definitely on the upward trend in numbers of cattle.

In a way, the cattle problem resembles more the cotton and wheat problems which existed at the beginning of 1933 than it does the nearer-related problem of hog production. As with cotton and wheat, the cattle problem involves a sort of accumulation or storage of the surplus, only in this case the so-called excess in storage goes on multiplying itself. In wheat and cotton, surplus stocks piled up in warehouses and remained intact. In the case of cattle, the major part of the accumulation has been in cows and heifers, which go on further increasing cattle numbers.

Too Many Cows and Heifers.

From 1928 to 1934 the numbers of breeding cows on hand rose to the largest figure in history. In contrast, there have been no substantial year-to-year accumulations of aged steers, such as have occurred before in other periods of increasing cattle numbers. The accumulation of cows and heifers on farms, of course now presents a doubly difficult problem.

As long as this she-stock remains on the farm, it will be adding a calf crop annually to our cattle production. But even if these cows and heifers are not used to raise calves, there still remains the problem of disposing of them without disturbing the market for the usual supplies of beef in this country.

As yet, market receipts of cattle for slaughter have not fully reflected the increase of cattle on farms, because there is always a lag of from 2 to 3 years from the time an increase in breeding herds sets in until the larger crop of steers and heifers are grown out. During the past 6 years, American cattlemen have been selling annually for slaughter an average of about 21,000,000 head of animals for meat. But from now on, if present tendencies continue, it is apparent that the annual kill will approach the 24,000,000 mark, an increase of 3,000,000 head.

Future Production Must Be Checked.

As has already been pointed out, the principal problem of the cattleman is promptly to check this potential increase in future production by reducing numbers of cows and heifers on hand, and to devise a plan for keeping cattle numbers at a lower level.

Elimination of excess cows and heifers is a proposition which involves both dairymen and beef cattlemen. Substantial increases have occurred in both kinds of cattle during the past six years. Milk cows, as of January 1, increased between 1928 and 1934 by about 22 per cent. Cows and heifers not kept for milk production also increased by approximately the same percentage. The number of heifers between one and two years old kept for milk purposes increased 14 per cent, while those not kept for milk purposes increased 30 per cent.

We can get an idea of the task ahead

by a bit of subtraction. The average annual crop of calves of the past six years could be produced with 6,500,000 fewer cows than are on farms and ranches at the present time.

Relief Channels Might Help.

This is not to suggest that we should attempt the immediate elimination of 6 million cows and heifers. The process will have to be gradual for a number of reasons. At the moment, there is no outlet, including the emergency relief system, outside of the regular trade channels, sufficient to absorb in one year the large tonnage of beef represented by 6 million cows and heifers. There is a possibility, however, that removal of diseased animals and the diversion of cows and heifers into emergency relief channels, might eliminate as many as 2 million head.

I do not mean to appear too specific about methods of adjustment. In the end, the facts of the problem will sug-

gest the most desirable method. The development of an actual beef cattle program logically belongs to the group meeting here today. You represent cattlemen in all parts of this country. Those of us in the Administration desire to see you proceed immediately to develop a sound program suited to the needs of the industry, just as did the corn and hog producers of the Middlewest. Any plan finally agreed on must be unified and fair to all sections and should have the general support of all groups.

Undoubtedly, any comprehensive adjustment program will involve some funds for making benefit payments to producers, either in the form of market premiums for sale of certain classes of animals or for holding down production at the farm or ranch. This brings me to the question of the processing tax, the ultimate means of financing any production control program under the Agricultural Adjustment Act.

What Is the Processing Tax?

There has been so much confusion over the processing tax that I feel inclined to run the risk of sounding abstruse in an effort to give a brief explanation. If a cattle program is developed that involves benefit payments to producers, the question of a processing tax to finance it will arise sooner or later. Although the amendment, making beef cattle a basic commodity authorized certain appropriations, these appropriations in principle are "enabling funds" to help cattle producers make adjustments before it seems practicable to levy a processing tax sufficient to replace the funds used.

Explaining the Processing Tax.

Just what is the processing tax anyway? The tax is merely a device built into the Agricultural Adjustment Act for the purpose of protecting the producers who cooperate in the adjustment of production. It might have been better psychology never to have called it a tax at all. Before processing taxes came along, processors used to pay the value of the crop directly to the producer making the sale.

When processing taxes are levied, the price really is divided into two parts. Out of the proceeds from the sale of this finished product the processor pays money into the federal treasury to build up funds for distribution in the form of benefit payments to producers who are cooperating in production adjustment, or to replace funds which have already been paid as benefit payments to the cooperating producers. The rest of the sum which can be paid for the crop or animal on the basis of the value set by the free play of supply and demand then is paid directly to the producer as before.

It is the conviction of the Administration, of course, that the total return from the crop, including proceeds of the tax, will be larger with a tax on and an adjustment program in effect than if no tax is levied.

How the Tax Helps.

I suppose it will take all of us a good while to get used to receiving our

income from a crop in this way, in two parts. But there really is nothing complicated about it and what is of genuine importance is the fact that the tax device protects the cooperating farmer. This assurance is the real strength of voluntary adjustment plans.

Of course, until the supply of a domestic crop like livestock is adjusted enough really to raise the value per pound, the setting aside of a portion of the value of livestock through the imposition of a processing tax will naturally tend to reduce the dollars and cents equivalent of the sum remaining which may go direct to producers. Or, if you increase the tax at intervals as supply is being adjusted, as has been the case with hogs in recent months, the base market price may not show much of a rise even though the total value of the crop is increasing; that is to say, increasing the tax tends, under such circumstances, to take over most of the gradual increase in the value of the crop. This would not mean in any sense that farmers are paying a tax. The part of their income represented by the tax becomes larger as the tax is increased.

I raise these points here because of the comparative slowness with which changes can be effected in cattle slaughter and because of the confusion which arises here and there with respect to the processing tax on hogs.

May Slaughter 2 Million Cows.

All cattlemen realize, of course, that even if a substantial reduction in cow numbers—say a cut as big as 2 million head—should be made by the end of the year, the effect on slaughter would not begin to show up until late 1936 or 1937. The growing period of the average beef animal is nearly 2 years long. Thus, there is not likely to be any decrease and may possibly be an increase in cattle and calf slaughter through the next year or so.

That being true, if we now impose a processing tax large enough to support an adequate program on cattle, we run the risk of reducing the open market price of live cattle even though the total income going to cattlemen

would not be reduced. On the contrary, it might be increased.

Now we are all human enough that we don't like for one minute to get less dollars and cents for an animal at the market place than we have been getting, even though we may understand fully that the part we don't get directly, because of the tax, does come around to us in benefit payments out of the tax fund, and that in the long run the program which the tax makes possible can increase our total income.

The necessity of imposing a processing tax immediately upon the adoption of a cattle program may, of course, be modified by the provisions of the Connally-Jones Amendment to the Agricultural Adjustment Act. This authorizes advance appropriations for use in connection with removal of beef cattle surpluses.

How Hog Processing Tax Works.

I don't want to make this discussion too technical and involved, but I am very anxious to make as clear as possible the real principle of the processing tax. The processing tax on hogs has been sometimes held before cattlemen as a horrible example and an argument against any adjustment program for cattle. Several things about the hog processing tax generally escape notice; partly because of lack of experience with such a levy and partly because people don't realize even yet that every dollar collected is paid back to the producers cooperating in the adjustment program for the taxed commodity.

You will recall that the hog processing tax started at 50c per hundredweight, live weight. It was imposed on November 5, 1933. It happened that the average price paid by packers for hogs killed under federal inspection in November averaged \$3.93 per hundredweight, or 52c lower than in the month of October. But it also happened that receipts of hogs in November were more than 40 per cent greater than October receipts; and packers paid 17 million more dollars for these hogs, while an additional sum of \$6,000,000 in processing taxes on inspected slaughter became collectible.

When you figure in the processing tax, the real average price of hogs for the month of November, 1933, was about \$4.43 per hundredweight, or only 2c per hundredweight lower than in October when, as has been indicated, supplies were far smaller. This single comparison indicates the importance of considering aggregate returns as well as prices, when discussing the processing tax and the price of the taxed commodity.

Producers Profit By Hog Tax.

On December 1, the hog tax rate went to \$1.00 per hundredweight and the price paid by packers for the month averaged \$3.21, or 72c per hundredweight less than in the month of November. But when the increase in the rate of the tax is allowed for, the December price showed only a moderate seasonal drop of around 20c per hundredweight under the November price. Since the tax had been doubled and the inspected slaughter remained practically unchanged, the amount of money which became collectible as processing taxes, or what otherwise

PROCESSING TAX EFFECT ON HOG PRICES

PRICES of hogs at Chicago have been higher every week since the processing tax went into effect November 5, 1933, than they were in the corresponding week a year previous, Chester C. Davis, agricultural adjustment administrator, said in an address delivered in Chicago, April 26.

In addition, a successively larger tax has been paid by packers on hogs purchased to provide funds for benefit payments being paid under the 1934 corn-hog program. Thus the increase in the value to the farmer of the crop has been much larger than is indicated by the price alone. The increase in value per hundredweight to the farmer from week to week, when both price and tax proceeds are included, has ranged from 30 to 76 per cent over one year previous, Mr. Davis said. He submitted the following figures:

Comparison of Average Hog Prices at Chicago by Weeks for October-April period, 1932-33 and 1933-34 periods, including allowance for the processing tax.

Week ending:	1932-33 av. price per cwt.	1933-34 av. price per cwt.	Price change from same week in 1932-33.	Processing tax rate effective in 1933-34.	Difference in value paid per cwt. by packers tax week— 1932-33.	Per cent of increase (approximate) in value paid per cwt. in 1933-34 over same week in 1932-33.
1933.						
Oct. 7.....	\$3.71	\$4.68	\$0.97		\$0.97	26
14.....	3.59	4.75	1.16		1.16	32
21.....	3.49	4.23	0.74		0.74	21
28.....	3.33	4.25	0.92		0.92	28
Nov. 4.....	3.17	4.00	0.83			26
11.....	3.62	4.30	0.68	\$0.50	1.18	32
18.....	3.38	4.22	0.84	0.50	1.34	40
25.....	3.29	3.85	0.56	0.50	1.06	32
Dec. 2.....	3.19	3.58	0.39	1.00	*	*
9.....	3.18	3.37	0.19	1.00	1.19	37
16.....	3.02	3.19	0.17	1.00	1.17	39
23.....	2.96	3.18	0.22	1.00	1.22	41
30.....	2.95	3.28	0.33	1.00	1.33	45
1934.						
Jan. 6.....	3.03	3.38	0.35	1.00	1.35	44
13.....	3.02	3.38	0.36	1.00	1.36	45
20.....	3.14	3.38	0.24	1.00	1.24	40
27.....	3.23	3.40	0.17	1.00	1.17	36
Feb. 3.....	3.26	3.70	0.44	1.50	1.94	60
10.....	3.67	4.20	0.53	1.50	2.03	55
17.....	3.52	4.50	0.98	1.50	2.48	70
24.....	3.36	4.44	1.08	1.50	2.68	76
Mar. 3.....	3.46	4.56	1.10	2.25	*	*
10.....	3.84	4.42	0.58	2.25	2.83	74
17.....	3.96	4.35	0.39	2.25	2.64	66
24.....	4.01	4.25	0.24	2.25	2.49	62
31.....	3.86	4.20	0.34	2.25	2.50	67
Apr. 7.....	3.77	4.00	0.23	2.25	2.48	65
14.....	3.68	3.90	0.22	2.25	2.47	67
21.....	3.69	3.83	0.14	2.25	2.39	65

*Tax was increased during the market week.

might be known as the producers' "benefit payment fund," practically doubled over November.

Inspected slaughter of 5,390,000 head of hogs in January was extremely heavy. Even so, hog prices paid by processors on the open market stiffened by 11c per hundredweight. A net of approximately 12½ million dollars became collectible in processing taxes and over \$40,000,000 was paid out directly for the hogs slaughtered under federal inspection. Altogether, the real aggregate income to hog producers as a group from inspected slaughter in January totaled nearly \$52,000,000.

Big Increase in Hog Cost.

On the first of February, the rate of the processing tax on hogs went to \$1.50 per hundredweight. The federally inspected slaughter for the month—not quite 3½ million head—considerably smaller than for January. Naturally, the average value per hundredweight of hogs rose sharply. This value rise, however, was hard to see because of the concurrent increase in the amount of the tax.

The price paid directly by packers for live hogs during the month aver-

aged \$4.14 per hundredweight, but when the tax is allowed for, the real value of federally inspected hogs for the month was \$5.64 per hundredweight because that was the sum of the two parts that packers actually had to pay for hogs and it is the approximate amount that producers as a group eventually will receive.

In March, the slaughter of hogs under federal inspection really began to show the results of the emergency hog marketing program of last summer. The kill of slightly over 3 million head was the smallest for March since 1917 and the average price paid by the processors was \$4.10 per hundredweight. But, of course, it was necessary to allow for the tax in ascertaining the real price paid for the hogs. The tax had been increased on March 1st to \$2.25 per hundredweight, where it is scheduled to remain until otherwise modified by the Secretary of Agriculture.

Thus, the real price paid during March for hogs was \$4.10 plus \$2.25 per hundredweight, or approximately \$6.35 per hundredweight. I use the qualifying word "approximately" in each of these instances, because refunds of the tax are allowed on hog products

exported or used for charitable purposes.

Hog Prices Above Last Year.

While we are talking about prices, here are some more interesting figures. In spite of the fact that a successively heavier processing tax has been levied on hog slaughter since last November, prices at the market this winter have been higher every week than the price for the corresponding week in 1932-33. That is to say, of the total amount that packers have been paying for hogs since last November, the open market price portion alone has been consistently higher than the total amount paid per hundredweight by packers during the preceding winter.

For an example of what has happened, take the week of March 10. During this week occurred the largest increase in value per hundredweight of live hogs at Chicago, over the corresponding period a year earlier. The open market quotation averaged \$4.42 per hundredweight. The tax was \$2.25 per hundredweight. Therefore, the real increase over the same week in 1933 amounted to \$2.83 per hundredweight or nearly 75 per cent.

Thus, the benefit payments to hog farmers derived from processing taxes since last November will approximate clear gain over income per hundredweight of live hog a year ago when the open market price was the only return that producers as a group received. I do not wish to leave the impression that anyone in the Administration is yet completely satisfied with the condition of the hog market, but important progress has been made and I bring out these figures in order that we might keep the facts straight.

Tax Should Stand on Own Merit.

As a device for motivating adjustment to raise farm prices and to promote the general welfare, the processing tax in the final analysis should stand or fall on its own merits. It should not be judged on any other basis, and least of all on selfish or political grounds. Those statesmen, whether they be from Iowa, Pennsylvania or Kansas, who carry partisanship to the greatest extremity of opposition, are performing a disservice to the farmers of their states. Farmers who have been persuaded by this sort of appeal not to participate in sound programs offered for their benefit, are forfeiting to the tune of hundreds of thousands of dollars their share of agricultural improvement.

Now I have a friend who takes issue with me when I declare that we probably ought to get in the habit of regarding the real price of hogs these days as the open market price, quoted by the buyer, plus the prevailing tax. My friend argues, "When you say that, you are saying that the price of hogs at the present time would be higher by the amount of the tax if the tax had not been levied." Undoubtedly, there are others who are inclined to feel the same way.

As it happens, however, the sum of the open market price of hogs plus the tax exceeds what the open market price of hogs would have been had no tax been levied. Here is the reason why. The fact that a processing tax on hogs eventually could be levied permitted the Administration to draw on

the Treasury for funds and thus conduct the emergency adjustment in pig and sow numbers last summer and fall. This adjustment began to be reflected in smaller slaughter supplies after the first of the year, with the result that the value per hundredweight of live hog has increased substantially.

If no tax had been contemplated or levied, an emergency program could not have been carried out and the relatively heavy hog supplies which would have prevailed, would have kept hog values at a lower level than they have been in recent months.

Hog Producers Will Profit.

Adjustment in hog production, of course, is not yet completed. The more

fundamental 1934 corn-hog adjustment program only recently has passed the preliminary stages. With more than one million producers taking part, both hog and corn production this year should be much closer to the desired balance with effective demand. The aggregate value, as well as the unit value of the crops, can be expected to increase and the substantial processing tax will preserve this increase in value for the cooperating producers.

I would make one final point with respect to a processing tax, for the consideration of you cattlemen, who may be contemplating an adjustment program involving separate agreements and payment of benefits to individual (Continued on page 30.)

Cattlemen to Act With AAA on Program for Relief

MORE than 500 beef producers—range men, breeders, feeders—with a sprinkling of commission men and other interested parties, met in Chicago on April 26 to discuss the cattle situation.

After a day of spirited arguments on methods of relief and the merits of a processing tax on cattle, it was finally voted to ask for a committee of 25 representing all interests to work out with the government a program for the relief of the industry. This program is to be reported back to a similar general meeting after it is formulated.

At the morning session the situation was reviewed by government representatives.

Harry Petrie, chief of the cattle and sheep section of the AAA, outlined the various proposals that had been made to the administration for relief of the beef cattle industry. Alex. White, representing Dr. John R. Mohler, chief of the U. S. Bureau of Animal Industry, indicated the part the bureau was prepared to play in aiding in the destruction of tuberculous cattle, regarded as an important factor in reducing cattle numbers. A special appropriation of \$50,000,000 is included in the amendment to the adjustment act, part of which can be used for this purpose. Mr. White also discussed the elimination of cattle showing Bang's disease.

Beef Cattle Situation.

G. B. Thorne, of the U. S. Bureau of Agricultural Economics, discussed the beef cattle situation. He pointed out that the principal problem confronting the industry at the present time is an accumulation of breeding stock on farms. If maintained this will produce record beef supplies. "Liquidation of surplus cows would no doubt occur in the next few years regardless of an adjustment program," Mr. Thorne said, "but it would mean a further increase to an already burdensome slaughter supply."

Chester C. Davis, agricultural adjustment administrator, explained the processing tax and its relation to market prices and to returns to the farmer.

Mr. Davis' statement appears in full in this issue.

The afternoon session was in the hands of the rank and file of cattlemen. Harry Petrie, chief of the cattle and sheep section of the AAA, himself an old-time cattleman, was elected chairman of the meeting, and handled the proceedings with the utmost impartiality.

Cattlemen Debate the Problem.

What at first promised to be a "free-for-all" between those opposing a processing tax and those favoring it developed into a good-natured discussion of the subject and resulted in final agreement on a course of action. On one point all were agreed, and the sentiment of the morning meeting was again evident, that the government could take a big step toward immediate relief by destroying reactors and all diseased cattle without permitting the meat to go into competition with beef in commercial channels.

Speakers favoring an attempt to formulate a general relief plan were inclined to favor the processing tax as one means; at least they did not favor a declaration of the industry against it, which might hamper action for relief. Those opposed to a processing tax were emphatic in their feeling that it would have to come out of the cattleman rather than the consumer.

Speakers included Walter Stewart, a Virginia producer; Dan Hildebrand of Nebraska, R. A. Gunn of Iowa, J. H. Mercer of Kansas, F. R. Carpenter of Colorado, Chas. A. Ewing of Illinois, Dolph Briscoe of Texas, George Scott of Illinois, Chas. Collins of Colorado, president E. F. O'Neal of the American Farm Bureau Federation, L. J. Taber of the National Grange, John P. Bowles, Chicago livestock commission man, and many others, chiefly from Corn Belt feeder sections.

After an afternoon's debate it was decided to table the motion to put the meeting on record as opposed to a processing tax, and a motion was adopted to ask chairman Petrie to appoint a committee of 25, which would represent all shades of interest, which is to attempt to work out a relief plan on broad lines in cooperation with the government, this plan to be reported back to another general meeting of producers.

A Page for the Packer Salesman

Types of Meat Buyers

Knowing Their Characteristics Eases the Salesman's Task

Some packer salesmen have a well developed knack for handling buyers and making them like it.

It is not easily acquired. Perhaps it is the result of an ability to "size up" the buyer and to adjust selling procedure to each particular case.

In any event, one packer salesman says buyer classification is important. Until each buyer and prospect is catalogued, he thinks, best results will not be obtained.

He says:

Editor THE NATIONAL PROVISIONER:

Psychology in meat selling is a subject I never have seen discussed in THE NATIONAL PROVISIONER, probably because it is a factor to which few packer salesmen give little if any attention.

Nevertheless, whether we realize it or not, we consciously or unconsciously "size up" buyers and prospects and base our selling tactics on known, suspected or apparent characteristics.

There has been much printed purporting to give the salesman information as to how he can quickly learn about a buyer by noting features, physical characteristics, facial expressions, the cut of the hair, mannerisms, the shape of the head, or what have you. Personally, I don't think this can be done, or that the salesman is safe in judging merely by appearances.

Perhaps I am prejudiced because, despite efforts to "work" them, these systems do not click. First impressions are important, I will admit, but not nearly so important as later and most lasting impressions gained through interviews.

Snap Judgment Dangerous.

The only way to discover a buyer's real nature, I think, is for the salesman to wait for him to reveal himself. Acting on snap judgment and basing sales procedure accordingly does not fit in with my way of selling. Further, it has gotten me into difficulties on a number of occasions.

For several years past I have adopted the policy of accepting new buyers as I find them and adjusting my selling methods as circumstances seem to dictate. As I make additional calls and become better acquainted with my prospects, I try to classify them. Then, and only then, do I feel it is safe to

plan a selling method to fit the particular case. I am speaking particularly of prospects and not customers.

Meeting people and attempting to analyze them is one of the most interesting features of sales work, I believe. I suppose every packer salesman classifies his customers and prospects in some way, shape or manner, but I have found that few of my competitors in this territory have any but a hazy idea of how buyers might be so classified or the kind of selling procedure that would be the most effective in each case.

I have some ideas on this subject. They may be right or wrong, which after all is not of very much importance. I am giving them here in the hope that interest may be stimulated among packer salesmen in this very timely subject and that some of these will be encouraged to give their views also.

Tricky Buyer Easily Sold.

One type of buyer not often encountered in the meat industry is the schemer. His nature is strongly competitive, and he gets considerable satisfaction from a shade the better in any deal. He may not be dishonest. As a rule he talks little and thinks much.

How Much Tax?

Every salesman of packinghouse products, as well as every executive who has anything to do with making up price lists, should know just what part of the price of pork meats and lard must go for tax.

This information appeared in a recent editorial in THE NATIONAL PROVISIONER. It was given in tabular form, based on the processing tax of \$2.25 per cwt. of live hogs.

It helps the salesman to stick to his price list. One salesman writes:

"Your editorial in THE NATIONAL PROVISIONER of March 3 was very opportune. Carried it with me last week and it was very effective against 'sharp-shooter' buyers."

Just as long as the processing tax is in effect this information should be available to every salesman and to every retailer who buys pork meats and lard.

Reprints of the editorial are available at small cost, the charge being just sufficient to cover cost of printing and mailing.

Address THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

The best way to handle him, in my opinion, is to let him think he is outwitting me. I have several of this type among my customers. They consider themselves shrewd business men, but they are easy to sell and to keep satisfied. They are particularly gratified when they believe they have forced price concessions. They worry less about getting products at rock bottom prices than in getting them for less than the salesman first quotes them. The way to sell this type of customer is obvious.

One of the more common is the cautious and timid type. He always is prepared for the worse and fearful of the consequences of every circumstance. He expects a rainy Saturday, that competitors will offer lower prices than he can sell for, that competition will increase, that the ice machine will break down and product spoil and dire consequences to a hundred and one other circumstances to which the average retailer does not give a second thought.

Trusting Buyers Are Good Customers.

This type of buyer hesitates to take on new lines, and he will order less than he could sell, unless sufficiently encouraged. The best way to handle him is by example—to tell him about what others are doing. This type of buyer cannot be pushed; he must be led.

In a third class might be included the over-agreeable. His desire is to please. He likes everybody and wants everybody to like him. He is the type often imposed on by salesmen. He hates to say "no." Once gained as a customer his business can be kept indefinitely if he is given fair treatment.

This type should be treated with every consideration. He should not be oversold simply because he is easy. He is more valuable as a steady outlet than as an opportunity to unload.

What other types of meat buyers are there and how can they be handled best? No doubt there are many packer salesmen who have interesting ideas on this subject. A further discussion of it would seem to be worth while.

Yours very truly,
PACKER SALESMAN.

PROVES HIGH QUALITY.

Many times during the week the average retail meat dealer listens to arguments of salesmen who naturally tell him that their sausage is superior in quality to that of their competitors, or words to that effect. One packer salesman takes no chances. He sees that his prospects have samples of his goods so they can decide for themselves that what he tells them about high quality is true.

Practical Points for the Trade

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Good Boiled Hams

The heavy consumptive season for boiled hams is near at hand, and a good tasty ham is pretty certain to result in satisfactory trade.

The important thing is to produce a ham with plenty of flavor, pleasing to the consumer. A packer writes regarding the preparation of cooked hams as follows:

Editor The National Provisioner:

Please send us your best formula for handling boiled hams. We would like the complete process for boning, pressing and cooking of the hams. What yield should we expect? We have had some disagreement in our kitchen over proper handling and would like to know good methods.

The first step in making good boiled hams lies in the careful selection of hams from hogs that have been properly chilled. The next step is the proper cure of the hams, then right boning, fattening and cooking practice, and finally the proper chilling and packing of the product.

Pumping.—Assuming that the ham has been properly selected, that it has been pumped very little except in the shank and in the blood vein parallel to the shank, that it has been given a mild cure and used strictly at cured age, good handling practice from this time on may be carried out as follows.

A drainage allowance of 4 per cent is made from the weight of the hams as they come from the pickle vats. The hams are then soaked to permit of easier removal of the skin and easier handling in the boning and fattening process. Usually 30 to 40 minutes and not over an hour and a half is sufficient for a mild cured ham, using warm water for soaking. The skin is then lifted on the face of the fat side of the ham and around the shank far enough to fold it over the shank. Most of the fat is then removed by cutting it away evenly and tapering the fat off toward the sides and butt of the ham.

Boning.—Remove the aitch and shank bones by cutting carefully around the knuckle joints. A small short knife is used for the purpose, the point of the knife being held close to the aitch bone to avoid cutting too deeply into the body of the ham. The body bone is freed at the joint, keeping the point of the knife close to the bone while this is being done. A small round chisel is used to chisel the bone free so the hole in the ham will be as small as possible after the bone is removed.

If the skin is to remain on the ham it is then brought back over the shank

and sewed into place. One stitch is taken about 2 in. from the butt and two stitches through the shank or collar of the ham. The stitches are tied securely, this tying serving the double purpose of holding the skin in place and closing the opening made by removing the bones. If the skin is removed entirely the stitches are taken in the meat.

This is then what is known as a sweet pickle, boned, fattened and tied ham, or a sweet pickle B. F. T. ham. Each ham is then weighed and graded according to weight, as it is important that hams of the same weight be cooked together. Not over half a pound above or below the even weight should be permitted.

Pressing.—The ham is then ready for the retainer. It may be wrapped in parchment paper, stockinet or other cloth or it may be placed in a parchment bag. Either a cylindrical, pear-shaped or rectangular ham boiler may be used, depending on the shape desired. If a cylindrical retainer is used, the ham is wrapped securely in the covering, placed in the container and the edges of the container are drawn together, either by hand power or air compressors, a ratchet or chain holding the edges of the cylinder together when it is taken from the press. This process presses the ham and gives the desired shape.

In other types the hams are placed in the retainers with the skin or fat

side down and are placed in position so that the full pressure of the cover comes on the incision at the joint. A continuous pressure is kept on the ham as it shrinks in the cooking.

Cooking.—There is a good deal of difference in practice in cooking. Some producers give the hams a long slow cook at relatively low temperature while others give a shorter cook at a somewhat higher temperature. There should be no question but that the temperature is even throughout the tank, as otherwise some hams will be well cooked and others will not.

Another important point is to see that there is little variation in the weight of the hams cooked together. If it is necessary to cook hams of different averages in the same tank then the heavier hams should be put in first, the mediums next and the lightest weights on top. Cook the heavy hams the necessary additional time before the medium weights are put in and then cook both averages such extra time as is necessary before the light weights are added.

Regardless of whether the hams are cooked in water or in steam, they must be cooked to reach an inside temperature of 137 degs. F. and 148 degs. F. is still better for producing a good tasty ham. The time the ham is cooked varies in different houses, ranging from 25 to 33 minutes to the pound, depending upon the cooking temperature used. Some packers like to regulate the temperature at 155 degs. F. and cook the hams 45 minutes to the pound.

Chilling.—As soon as the hams are cooked, skim off the grease, let out the hot water and add cold water to the vat. Allow the hams to cool for an hour or more before they are taken from the cooking kettle. Next they go to the cooler where they are held for 12 to 15 hours at a temperature of 32 degs. F.

There is a good deal of difference of opinion as to whether the hams should be repressed when they are taken from the cooking vat and before they go into the cooler. Some believe that the application of a little additional pressure improves the binding qualities while others are of the opinion that all pressing should be done before the hams go into the cook vat or steamer.

Some figures on boiled ham yields and a discussion of shrink will appear in an early issue.

Do you ask questions to be answered on this page?

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name
Street
City

Enclosed find 5-cent stamp.

Handling Hoofs

Where cattle are slaughtered in large numbers, hoofs are saved for various purposes. One operator asks about their handling as follows:

Editor The National Provisioner:

Cattle slaughter in this section is large but there has been little disposition to save hoofs for commercial or other uses. Can you tell me how these should be handled so that we can realize something on them?

Hoofs are removed from cattle feet by immersing the feet in scalding water until the hoof has softened. The feet are then placed in machines which press off the hoof. They are washed in bone washers and placed on racks and dried. After drying, the white and striped hoofs and the best of the black ones are selected for manufacturing uses, while the other black hoofs are ground for fertilizer. When fully dried, those selected for manufacturing uses are bagged while the others are stored in bins. Manufacturing hoofs are graded as follows:

No. 1, all white and striped hoofs weighing 20 lbs. and up per 100 pieces, with an average of 22 lbs.

No. 2, all white and striped hoofs weighing 16 to 20 lbs. per 100 pieces, with an 18 lb. average.

Hoofs not used for manufacturing purposes are ground for fertilizer. They have a high ammonia content and are particularly valuable for this purpose.

Sterilizing Tierces

Sodium hypochlorite is a safe and effective agent for all meat plant sterilization uses. It kills micro-organisms and mold spores and is easily used. One packer wants to know how to sterilize curing tierces with this chemical. He says:

Editor The National Provisioner:

In the April 14 issue of The National Provisioner sodium hypochlorite is recommended for sterilizing curing tierces. How is this applied and in what quantity?

For sterilizing articles of wood, use a .4 (four-tenths of one per cent) solution. Clean the tierces well and apply the sodium hypochlorite with a cloth or by spraying, making sure to cover all surfaces. After 10 to 12 minutes' exposure, rinse the tierces with clean water.

SAUSAGE CODE HEARING.

Hearing on a proposed sausage and prepared meat code, announced for May 3 before the NRA, has been postponed. This code was originally presented by the New England Sausage Manufacturers' Association, and was supported (with reservations on working hours) by local sausage manufacturers' associations in the metropolitan area of New York and in Michigan, Wisconsin and Minnesota.

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARKS GRANTED.

John P. Squire & Co., East Cambridge, Mass. For pork. Trade Mark: PICTURE OF PIG AND PORK LOIN IN DECORATIVE DESIGN. Published Nov. 28, 1933. No. 309,999.



The Visking Corporation, Chicago, Ill. For sausage casings. Trade mark: VISKING CASING IN CIRCULAR BORDER DESIGN. Published Dec. 12, 1933. No. 310,467.



John Morrell & Co., Ottumwa, Ia. For lard. Trade mark: MORRELL'S SNOW CAP. Published Jan. 30, 1934. No. 311,780.



Jones Dairy Farm, Inc., Fort Atkinson, Wis. For bacon. Trade mark: DECORATIVE DESIGN WITH HICKORY LOG. Published Jan. 16, 1934. No. 311,487.

Stahl-Meyer, Inc., New York, N. Y. For sausages. Trade mark: CROCK O' THE FARM. Published Jan. 16, 1934. No. 311,507.

Crock of the Farm

TRADE MARK APPLICATIONS.

M. Kempinski & Co., Berlin, Germany, assignor to M. Kempinski & Co., Inc., New York, N. Y. For Canned Beef, Lamb, Mutton, Pork, Veal, Preserved Meats, Edible Oils and Fats. Trade Mark: KEMPINSKI. Claims use since 1862. Serial No. 337,950.

Kempinski

Stahl-Meyer, Inc., New York, N. Y. For ham. Trade Mark: WORD "FERRIS" ON A SHIELD OF BLUE AND GOLD. Claims use since Mar. 10, 1932. Application serial number 342,204.



Ratliff Pure Food Products Co., doing business as Texas Rio Rita Canning Co., Fort Worth, Tex. For Canned Goods—Chile Con Carne, Vienna Style Sausage and Tamales. Trade Mark: WORDS RIO RITA ABOVE SPANISH GIRL IN DECORATIVE DESIGN. Claims use since Dec. 29, 1930. Application Serial No. 343,662.

RIO RITA



Norman C. Brashear, Los Angeles, Calif. For bulk corned beef, corned beef sandwiches, and hash. Trade mark: DINTY MOORE'S. Claims use since Feb. 4, 1921. Application serial No. 342,468.

PRINTS.

Stahl-Meyer, Inc., Brooklyn, N. Y. For frankfurters. Title: COCKTAIL STYLE FRANKFURTERS. Published Nov. 10, 1933. No. 14,501.

Stahl-Meyer, Inc., Brooklyn, N. Y. For sausages. Title: COCKTAIL STYLE SAUSAGES. Published Oct. 6, 1933. No. 14,502.



Remember Achilles' Heel?

ENAMELITE

ENAMELITE is an asphaltic mastic used as an adhesive for attaching corkboard insulation to walls and ceilings in coolers, cold storage rooms, etc., and also for the mastic finish on the exposed surface of the cork. No heating of the material is required. It is used cold. Has exceptional adhesive strength and remarkable water-proofing qualities. Now being used by some of the largest meat packing companies in the world. Can be used at below freezing temperature, which makes it especially desirable for maintenance work.

Plant superintendents and engineers are invited to write for full information and sample. Address: The Presstite Engineering Company, 4067 Park Ave., St. Louis, Mo.

ACHILLES, when a child, was dipped in the waters of the river Styx, to make him invulnerable to harm. But there was one vulnerable spot — the heel by which he was held when submerged. And when an arrow from the bow of Paris was guided by Apollo to Achilles' heel — he was slain.

The "vulnerable spots" in meat packing plants are the large areas of insulation that are not properly protected against the infiltration of moisture bearing air which penetrates into the insulation. Saturated corkboard rapidly deteriorates and loses its insulation value. Protect your insulation with ENAMELITE.



Refrigeration and Frozen Foods

Meat Truck Insulation

Chief Aim Is to Keep Refrigeration Costs as Low as Possible

EVERY packer owner of refrigerated trucks is faced with the problem of maintaining satisfactory refrigeration at a reasonable cost in each of his units.

Methods of refrigerating with water ice, solid carbon dioxide and mechanical units have been developed to the point where, so far as they are concerned, economical and satisfactory results are obtained.

But with trends toward long hauls of meat products provision must be made to keep refrigeration costs low. To get this result requires that trucks be insulated efficiently.

To make refrigeration in truck bodies economical and satisfactory, flow of heat through body walls, roof and floor must be reduced to the practical minimum.

In order to select a material that has the essential qualities for truck body insulation, the packer must consider the desirable qualities of an insulant for this purpose. These are:

- 1.—Maximum insulating effect.
- 2.—Reasonable first cost.
- 3.—Reasonable cost of installation.
- 4.—Light weight.
- 5.—Long life.

Low Conductivity Essential.

When considering the insulating value of various products, thermal conductivity is of much importance. An insulation with a low thermal conductivity—below .30 B.t.u. per sq. ft. per hour, per inch thickness, per degree Fahr. temperature difference—usually will be satisfactory, provided its physical qualities are such as to enable the product to render good service.

In addition to insulating value, therefore, the packer should consider:

1.—The insulation should be moistureproof, or so installed that no moisture can penetrate to it. If an insulation becomes water-soaked it may lose as much as 50 to 90 per cent of its insulating value.

2.—An insulation that is airproof has advantages. In any event body construction should be such that air leaks, by means of which moisture laden air can find its way to the insulation, are avoided.

At the high speeds required of refrigerated trucks there is considerable

air pressure on the truck. This tends to force air through the body surfaces. Rain, snow and sleet driven with considerable force against the body must be repelled.

Moisture in the insulation not only reduces its insulating value and increases refrigeration costs but increases the liability of mold growth. So that in keeping moisture from the insulation its original insulating value is retained and its life lengthened.

Flexibility Cuts Installation Cost.

3.—A flexible insulation is an advantage in withstanding the vibrations, twistings and tremors transmitted through the body members of a moving truck body. Flexible insulation gives with the movements of the truck body, and if properly installed will remain firmly attached to the body frame, sealing against heat transfer. These types of insulation, of course, are easily applied against irregular and curved surfaces.

Among the newer insulations adapted to insulating truck bodies and possessing qualifications of an insulant for this purpose is aluminum foil. The principle on which this insulation works is new, preventing rapid heat transfer by reflection. Its low conductivity of .28 B.t.u. per sq. ft., per hour, per inch thickness, per degree Fahr. temperature difference, is obtained by the reflection of radiant heat combined with low conduction and low convection air spaces.

The insulation is built up to the required thickness by applying successive layers of crumpled aluminum foil so that they are self spaced about three to the inch.

First cost of aluminum foil averages about 2c per sq. ft. per layer. It is one of the lightest insulants known,

weighing about ¼ oz. per board foot measure.

The following results of a precooling test on a foil insulated truck with a capacity of 606 cu. ft. is given as typical of the efficiency of this insulant.

Pre-Cooling Test on Meat Truck.

	Temperature. Degr. F.
9:00 A.M.	73
11:00 A.M.	55
12:00 Noon	49.5
2:30 P.M.	47.5
3:05 P.M.	46.5
Pounds of ice melted per hour	28.0
Pounds of ice melted per hour per cu. ft. of body capacity	.046
Pounds of ice melted per hour per sq. ft. of area exposed to atmosphere	.049

REFRIGERATION NOTES.

Northwest Ice & Cold Storage Co., 411 N. E. Union ave., Portland, Ore., is to make improvements in its plant to cost about \$3,500.

A local packing plant in Portland, Ore., has been leased by the Portland Distributing Co., and extensive alterations have been made, including cold storage facilities.

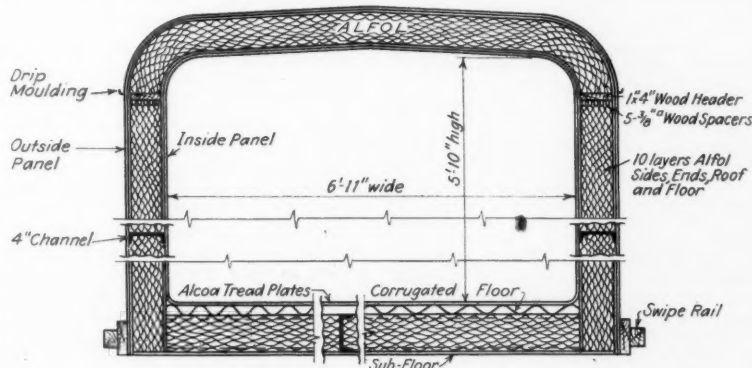
El Paso Packing Co., El Paso, Tex., will spend \$40,000 in plant improvements including refrigeration facilities.

Albert Metzger is erecting a modern cold storage plant at Mason, Tex.

Roegelin Provision Co., 1009 E. Commerce st., San Antonio, Tex., plans erecting a slaughterhouse and packing plant.

The Chamber of Commerce, Charles Bangert, manager, plans the erection of a cold storage warehouse with PWA funds at Thermopolis, Wyo.

What is the best arrangement of sprays and coils in your hog coolers? Read chapter 4 of "PORK PACKING," The National Provisioner's latest book.



METHOD OF INSULATING TRUCK BODY WITH ALUMINUM FOIL.

In this case 10 layers of crumpled foil are used. The usual practice is to self space the sheets about three to the inch. Cost of installation is said to be low, no skilled labor being required. Aluminum foil weighs about ¼ oz. per board foot.

HOG TAX AND CATTLE PROBLEMS.

(Continued from page 25C.)

producers. In order to make sure that cooperating producers will receive the net benefits resulting from production adjustment, it is necessary to maintain an adequate differential between what participating producers receive and what non-participants receive.

Inasmuch as non-participants usually do not cut production and may increase, this means that the processing tax must be sufficiently large really to constitute an effective differential. In order to pay substantial benefits, a substantial tax is essential.

Cattle Men Must Face Facts.

Getting back to the main trail, I wish to emphasize that the Administration is here to help you tackle this beef cattle problem with the facts in full view. Let us have no illusions about the desirability of heading off further increases in the size of breeding herds.

As I see it, this problem is not a clear-cut, easy choice between adjustment and no adjustment; rather it is a choice between orderly adjustment under the Act or letting things go until a top-heavy production forces prices low enough, with respect to other things, to make cattlemen liquidate surplus breeding stock. In cattle production, we have what is known as the sixteen-year cycle. Once an increase gets under way, because of relatively favorable beef cattle prices, it continues for 6 or 7 years. By that time, slaughter supplies become relatively heavy and then the tide turns. Cows and heifers which accumulated during the period of increase, are sold off and a period of declining numbers sets in to continue for another 6 or 7 years, to make the cycle complete.

In 1928 and 1929, we were at the bottom of the production cycle, and prices actually exceeded fair exchange value. In a sense, production was too low and prices were too high. Today, we are on the way up to a new peak of production—about two more years to go to hit the usual peak. The preponderance of slaughter supplies during the past year and the extraordinary disparity in beef cattle prices gives some indication of the cost involved in allowing the cycle to run its course.

Cattle Cycle Should be Levelled.

It seems to me that this is the time to do something about cattle cycles. If we could do no more than shallow out the dips in cattle numbers, and keep production on a more balanced basis from year to year, the whole industry would be much better off.

Heavy supplies of cattle, of course, affect the welfare of the growers of other crops, particularly hog producers. Beef and pork compete for the consumer's dollar. When the supply of one commodity becomes excessive, demand for the other tends to diminish. For all our people, the amount of food needed in a given time does not change when supplies change. So, in the case of competing foods, such as pork and beef, people tend to cut down the poundage they take of one commodity as they increase the poundage they take of the other commodity.

Right now this fact is highly important to both beef and hog producers. We are coming into a period when hog

producers have taken steps to curtail production substantially. In contrast, beef cattle numbers are tending to increase.

Compensating Tax in Prospect.

It will probably be necessary to consider compensating taxes on beef to protect fully the competitive position of hogs. The Agricultural Adjustment Act provides that adequate compensating taxes shall be levied on commodities competing with a taxed commodity so as to avoid disadvantages in competition by reason of excessive shifts in consumption of such commodities or products thereof.

Let us look carefully at the demand side, as well as the supply side of the equation. It is essential to evaluate as closely as possible the effect of further increases in consumer income on demand for beef.

I am certain that some cattlemen within the range of my voice must be asking this question, "Will not increases in consumer income pretty largely answer our problem?" I would say in reply both "Yes" and "No." An increase in consumer income invariably is followed by an increase in the dollars and cents consumers spend for beef. But that does not mean an increase in either the percent of consumer incomes spent for beef, nor in the percent that beef producers obtain of each dollar that consumers spend for beef.

How Consumer's Dollar Affects Market.

Only one thing does tend to change the percentage of the beef consumer's dollar that goes to producers. That is a change in the amount of beef offered the consumer. The amount of money taken out for feed, processing, transporting, and distribution tends to decrease as the volume of product decreases; consequently, since the percent of their incomes that producers tend to spend for beef remains more or less constant, when supply is adjusted a larger return goes to producers, and price disparity grows less.

As in adjustment of other basic commodities, the aim in adjustment of beef cattle numbers is to raise value to the fair exchange level. The basis of fair exchange is the same for beef cattle as for hogs and the other commodities, that is, the pre-war relationship between the price of the commodity at the farm and the prices of things farm-

ers buy. The price relationships in the pre-war days were close to a point of equilibrium after a century of adjustment. To regain these relationships is to put the production of an agricultural commodity back on a paying basis. That is the job that confronts us in this room today.

May Increase Consumption.

The question of increasing per capita consumption of beef in this country is frequently raised. Undoubtedly, there are some possibilities along this line, just as there are limited similar possibilities with other foods. In general, however, it seems that Americans are not likely to become the relatively heavy beef eaters they were in the pre-war period, at least not to an extent during the next several years, that would require an additional three million head of slaughter cattle.

Exports and imports, of course, amount to very little. Under present regulations, imports of live cattle and beef products are relatively small. Canned beef imports in 1933 amounted to approximately 1.4 per cent of the total beef production in this country. Our exports amounted to only one-fourth of one per cent of the total slaughter for the year.

Different Factions to Satisfy.

We will find many difficult angles to the cattle problem, just as we have found difficult angles to all commodity problems. In the cattle industry, there is the inherent difficulty of developing a program and arranging a division of benefit payments which will be mutually satisfactory to both the range cattlemen and the Corn Belt feeder. The rangeman and the feeder both make important contributions to the live weight of the animal on which a tax, if levied, would be collected at the processing point.

Much will depend upon the willingness and ingenuity of the men within your own industry. Once a reasonable program is developed, I believe you will be gratified at the way in which producers will cooperate. We have seen this thing happen in the wheat program, in the cotton program, the tobacco program, and again in the corn-hog program. I think it is safe to predict similar response to a sound cattle adjustment plan.

That we have not made wise adjustments before is no proof of a lack of willingness. Heretofore, the practical machinery simply did not exist. Today, with the centralizing powers of the Agricultural Adjustment Act available to producers themselves, it is my conviction that cattlemen can set their faces toward new and more hopeful horizons.

HOG TAX FOUR TIMES COST.

An instance of the processing tax being four times the amount paid for the live animal occurred in Chicago this week when a 1,010-lb. stag costing a total of \$5.05 required payment by the packer of a tax of \$22.73. The four-year-old hog was at one time a prize boar in the Corn Belt. He was too large to put through the hog killing department, and was slaughtered in the cattle division of the packing plant.

HOG PROCESSING TAX YIELD.

Hog processing taxes collected by the U. S. Internal Revenue Bureau from the time the tax went into effect November 5, 1933, to the end of March, 1934, totaled \$26,429,699.62. Floor stocks taxes brought this total up to \$32,676,231.47. March processing taxes totaled \$8,399,808.26.

Processing and related taxes for hogs and hog products for March and the period to date are reported as follows:

	Nov. 5, 1933 to March 31, 1934.	Nov. 5, 1933 to March 31, 1934.
Hogs:		
Processing taxes	\$8,399,808.26	\$26,439,699.62
Import compensating taxes	6,618.65	17,233.79
Floor tax, other than retail	234,314.87	6,104,175.13
Floor tax, retail dealers	2,444.42	115,122.93
Total	\$8,643,186.20	\$32,676,231.47

Provision and Lard Markets

WEEKLY REVIEW

Trade Fair—Market Barely Steady—Hogs Irregular—Undertone Steady—Cash Trade Satisfactory—Hog Run Moderate.

Market for hog products the past week, in a mixed trade, backed and filled with the irregular movements in grains. Commission houses were on both sides, as were also packing house interests. There was little in the hog product situation to cause any independent action. As a result, the market was rather easily influenced at times by outside weakness.

Undertone in lard was barely steady. The market appeared to respond more readily to selling pressure than to buying, although at times there were fairly sharp rallies. Liquidation in the nearby deliveries continued in evidence. A good part of the May holdings were being transferred to later months, packers absorbing the nearbys and selling the distant futures.

Hog prices moved up and down, but displayed a fairly steady undertone. Top hogs at Chicago, after easing to 3.95c, recovered to 4.10c. The western run was rather moderate, totaling 409,800 head last week, against 399,500 head the previous week, and 430,900 head the same week last year.

Cash Lard Trade Good.

In the East, owing to rather cool weather, cash trade in lard and meats was on a rather satisfactory scale. In the West, cash lard trade was reported good, but cash meat trade was only quiet to moderate.

As a result of this situation, some were inclined to look for a further increase in Chicago lard stocks the last half of April, although this is more or less technical. It is anticipated that heavy outward shipments will follow the effective dates on a reduction of freight rates.

While the price movements in lard were not extensive during the week, nevertheless prices moved into new low ground for the present move and for the month. There has been evidence of scale-down investment buying in the late deliveries. This is based on a belief that sooner or later the market must reflect the promised reduction in the corn-hog output during the next year.

The corn-hog reduction campaign, according to the AAA, continues to progress satisfactorily, having been practically completed in Corn Belt states. In states where the campaign started late, farmers are still signing agreements. Approximately 1,100,000 corn-hog adjustment agreements have been signed to date.

Hog Prices Lower.

There are some who are skeptical about the results of the hog reduction

agreements. Fear of "chiseling" exists in some directions, and it is generally agreed that it is going to be a very large task to check up on all hogs throughout the country. In the main, however, the trade is of the opinion that an important reduction in the hog population will follow. As yet the market shows no disposition to discount the situation. Neither has government buying of hogs and hog products for relief purposes had much of an influence.

Average price of hogs at Chicago the first of the week was 3.80c, against 3.90c the previous week, 3.90c a year ago, 3.70c two years ago, and 7.05c three years ago.

Average weight of hogs received at Chicago last week was 228 lbs., against 226 lbs. the previous week, 249 lbs. a year ago and 238 lbs. two years ago.

PORK—Market at New York was steady. Mess was quoted at \$20.25 per barrel; family, \$21.00 per barrel; fat backs, \$15.00@15.50 per barrel, all export and without tax.

LARD—Demand was fair and the market barely steady with futures. At New York, prime western was quoted

at 4.45@4.55c; middle western, 4.25@4.35c; New York City tierces, 3 3/4 @ 3 3/4c; export tubs, 6 1/2 @ 6 1/4c; refined Continent, 4 1/4c; South America, 4 1/4c; Brazil kegs, 4 1/4c; compound, car lots, 7 1/2c; smaller lots, 7 3/4c.

At Chicago, regular lard in round lots, loose lard and leaf lard were quoted at new May price.

BEEF—Market was very steady at New York and experienced a fairly good demand. Packet was nominal; family, \$12.00@13.50 per barrel; extra India mess, nominal.

See page 36 for later markets.

NEW BIDS ON PORK AND LARD.

Invitations for bids on Wiltshire sides and commercial pork cuts and lard were distributed toward the close of the week by the Federal Surplus Relief Corporation, on schedules 59 and 60 to be opened May 8 and 9 respectively.

Some changes are made in the specifications for the commercial pork cuts and lard which should be observed in the preparation of packer bids. The

Hog Cut-Out Loss Increases

With hog prices showing little average change from those of a week earlier but with prices of the heavier cuts somewhat weaker, cut-out values on heavy hogs showed to less advantage than last week. Hog prices continued to weaken in the face of higher prices for steers and lambs and dropped to a point as low as they have ever been in April.

General quality of the runs shows little change, old crop hogs carrying good finish but many of the new crop included only medium grades. Packing sows were in small supply. A good many pigs were marketed.

Top for the week at Chicago at \$4.10 was made on Wednesday with the low top of \$3.95 made on the first and last day of the session. The high average was \$3.90 and the low \$3.75.

Receipts at the seven principal markets during the first four days of the

week totaled 305,500 head against 260,600 a week earlier and 326,100 a year earlier.

While farmers are receiving low prices for their hogs, this is only a part payment, the balance being paid by the government out of processing taxes at the rate of approximately \$5 per head in three installments as the crop reduction program begins to become effective.

Prices of both fresh and cured pork meats have been weak and when the processing tax on the basis of product is deducted the result to the packer is not satisfactory, especially since practically all low priced inventories have been moved out.

The following test, worked out on the basis of live hog costs and green product prices at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, with average costs and credits, indicates considerable initial loss on the two heavy averages.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.63	\$1.62	\$1.60	\$1.61
Picnics	.43	.41	.38	.36
Boston butts	.41	.41	.41	.41
Loins	1.20	1.20	1.10	.98
Belles, light	1.25	1.10	.73	.24
Belles, heavy	...	...	.27	.68
Fat backs	...	...	.16	.30
Plates and jowls	.08	.10	.11	.13
Raw leaf	.12	.12	.12	.12
P. S. lard, rend, wt.	.74	.83	.74	.68
Spare ribs	.09	.09	.09	.09
Regular trimmings	.16	.16	.15	.15
Feet, tail, neckbones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$6.24	\$6.17	\$5.90	\$5.79
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal to the above totals and deducting from these the price of well finished live hogs of the weights shown, plus all expenses, including the processing tax of \$2.25 per cwt. alive, the following results are secured:				
Loss per cwt.	\$.20	\$.29	\$.53	\$.55
Loss per hog	.34	.58	1.24	1.51

principal alterations are in the time of smoking which has been extended because of the probable delivery of these cuts during a period of relatively warm weather. Some slight changes are made, also, in the specifications for lard.

It is understood to be the intention of the FSRC in making awards on commercial cuts and lard to employ the same general basis of award that was used on schedule 51, that is the selection of the lowest gross price bid after consideration of territorial differentials. Awards on Wiltshire sides may be distributed by regions.

EXEMPT CONDEMNED PARTS.

Regulations issued by the Secretary of Agriculture governing the processing tax on hogs have been amended to exempt condemned parts of hogs from the tax. Effective April 1, 1934, the equivalent live weight of any part of a hog condemned as being unfit for human food is exempt, this live weight to be calculated by using the conversion factor of 132 per cent. Full text of the regulation making this exemption is as follows:

"In lieu and in revision of the fourth paragraph on page 2 of Hog Regulations, Series 1, which defines the term 'live weight' used in the hog regulations shall have the following meaning:

"Live weight.—Live weight is the weight of the live animal at the time of slaughter. However, the actual weight at the time of purchase may be used as the live weight in the meaning of these regulations provided the hogs are slaughtered within three days after the date of such weighing. When any part of a hog has been condemned by any federal, state, county or municipal authority as being unfit for human food, the equivalent live weight of such condemned part shall not be included in the live weight subject to the processing tax. The actual weight of the condemned part shall be restored to a live weight basis by using the conversion factor of 132 per cent."

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Apr. 1, 1934, to Apr. 25, 1934, totaled 10,231,004 lbs.; tallow, 1,797,600 lbs.; greases, 56,000 lbs.; stearine, 126,400 lbs.

FEWER HOGS FOR SLAUGHTER.

Domestic slaughter supplies of hogs will be somewhat smaller this summer than last, despite prospects for relatively large marketings of sows, the Bureau of Agricultural Economics says in its current report on world hog and pork prospects.

Reduction in summer slaughter supplies is accounted for chiefly by last fall's reduced pig crop and the fact that marketings of last fall's pigs are expected to be relatively large prior to May 1.

Germany recently established a quota system on lard imports, in addition to the high import duty on lard levied in 1933, the bureau says. Monthly imports of lard into Germany during the remainder of this year have been limited to a level 60 per cent below the average for the corresponding months of 1931-33. The bureau reports it is expected that available supplies of feed grains in Germany will be reduced this year, and that lighter weights of hogs and a more rapid rate of marketing are probable for the remainder of 1934.

LARD AND BACON EXPORTS.

Exports of lard through the port of New York during the first four days of the current week totaled 842,250 lbs. and of bacon and hams, 547,320 lbs.

Lard exports from the United States for the full week ended April 21 totaled 4,879,077 lbs. compared with 6,294,180 lbs. in the same week a year ago. For the packer fiscal year to date, exports of lard have totaled 192,795,085 lbs. as against 247,806,463 lbs. in 1932-33.

Bacon and ham exports for the week ended April 21 totaled 4,448,830 lbs. This compares with only 1,166,250 lbs. in the like period of 1933. For the year so far exports of these products have totaled 75,567,180 lbs., while from November 1 to April 22 a year ago, exports totaled only 40,442,300 lbs.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended April 21, 1934, were as follows:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....		141,000 lbs.
Canada—Bacon.....		2,962 lbs.
Canada—Sausage.....		116 lbs.
Canada—Pork tenderloins.....		120 lbs.
Irish Free State—Bacon.....		764 lbs.
Uruguay—Canned corned beef.....		351,000 lbs.
Uruguay—Roast beef.....		9,000 lbs.

WOOL MARKET SLOW.

A few Boston houses are offering for sale new crop medium quality fleeces for future delivery direct to mills on the basis of 32@33c in the grease, for graded strictly combing 48s, 50s quarter blood wools from Ohio, Michigan and the bright wool section of Missouri. Similar stock wools mostly of the old clip are being held in Boston at around 35@37c, in the grease. Current nominal prices spot Boston on strictly combing 48s, 50s quarter blood Ohio and similar fleeces are being estimated at around 65c.

Domestic fleeces were quoted this week as follows:

Domestic Fleeces, grease basis—	
Ohio & Penn., fine clothing.....	27 @28
Ohio & Penn., fine delaine.....	32 @33
Ohio & Penn., 1/2-blood, combing.....	33 @34
Ohio & Penn., 1/2-blood clothing.....	30 @31
Ohio & Penn., 3/4 combing.....	37 @38
Ohio & Penn., 1/4 combing.....	35 @37
Ohio & Penn., 3/4 clothing.....	34 @35
Low, 1/4 combing.....	30 @31
Territory, clean basis—	
Fine staple.....	83 @85
1/2-blood, staple.....	81 @82
3/4-blood, staple.....	76 @78
1/4-blood, staple.....	70 @71
Low, 1/4-blood.....	61 @63
Texas, clean basis—	
Choice, 12 months.....	83 @85
Average, 12 months.....	81 @82
Fine, 8 months.....	76 @78
Fall.....	68 @70
California, clean basis—	
Northern.....	71 @75
Southern.....	68 @70
Pulled scoured—	
Choice AA.....	96 @98
AA.....	90 @95
Fine A.....	87 @89
A super.....	82 @84
B super.....	71 @79

OLEO PRODUCTS EXPORTED.

Exports of oleo oil, oleo stock and oleo stearine from the United States during February, 1934, with countries of destination, are reported as follows:

	Oleo oil, lbs.	Oleo stock, lbs.	Oleo stearine, lbs.
Belgium.....	171,375	402	11,079
France.....	30,489	6,020	2,418
Germany.....	62,801		
Greece.....	60,800		
Irish Free State.....	37,900		12,532
Netherlands.....	359,402		44,000
Sweden.....	19,169		13,071
Switzerland.....	58,825		185,835
United Kingdom.....	972,076	87,732	426,521
Mexico.....	37,341		30,886
Cuba.....			2,046
Dominion Republic.....			300
Neth. West Indies.....			
Haiti, Rep. of.....			
China.....	4,859		
Hong Kong.....	9,877		
Total.....	1,777,435	318,614	540,630

Value of oleo oil exported amounted to \$99,933, oleo stock to \$16,851 and oleo stearine to \$28,716.



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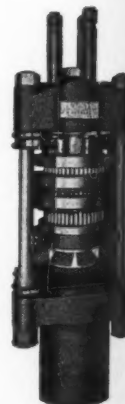
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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The situation so apparent in tallow of late made itself more evident the past week. At New York, extra rose to 3½¢ f.o.b., sales. While no figures were given out as to turnover, reports had it that a good to large business passed at that figure. Later there were unconfirmed reports current of business having passed at 3½¢ f.o.b. The latter would not be surprising, as indications were that the market was pretty well cleared of supplies at the 3½¢ level. This was apparent by the smallness of offerings and a belief that producers were in a well sold up position.

It appeared as though consumers, on the other hand, had secured good supplies during the week. Soapers are reported still experiencing a good trade in finished product compared with a year ago. While exchange rates ruled firm, there was little or no evidence of any foreign business in tallow during the week.

At New York, special was quoted at 3½¢@3¾¢; extra, 3½¢ f.o.b.; edible, 4½¢ nominal.

At Chicago, a broad trade developed in the market on tallows. Large and small producers participated, both moving fair quantities at ½¢ over last trading prices for spread shipment May. Edible was quoted at 4¢; fancy, 3½¢@4¢; prime packers, 3¾¢; No. 1, 3¼¢@3½¢; No. 2, 3¢.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, April-May, was unchanged at 18s 3d. Australian good mixed at Liverpool, April-May, was unchanged at 17s 6d.

STEARINE—Market was quiet and about steady at New York. Last sales of oleo were reported at 5½¢ plant, and the market was quoted at 5½¢@5½¢. At Chicago, trade was moderate and the market steady to a shade easier. Extra was quoted at 5½¢@5½¢.

OLEO OIL—Interest was routine in this quarter, but the market was rather firm at New York. Extra was quoted at 5½¢@5½¢; prime, 5½¢@5½¢; lower grades, 4¾¢. At Chicago, market was steady, but trade moderate. Extra was quoted at 5½¢.

See page 36 for later markets.

LARD OIL—Demand was rather limited, but a better inquiry reported. Prices were steady at New York. Prime was quoted at 9¾¢; extra winter, 8¢; extra, 7¾¢; extra No. 1, 7¼¢; No. 1, 7¢; No. 2, 6½¢.

NEATSFOOT OIL—Demand was fair to moderate, but the market was steady at New York. Pure was quoted at 12¢; extra, 7¾¢; extra No. 1, 7½¢; cold tallow, 16½¢.

GREASES—A firmer situation featured the market for greases in the East the past week, with a good part of the strength borrowed from the upturn in tallow. Business in greases did not appear to be as large as recently,

but there was some buying interest in the market from time to time. On the other hand, there was no pressure from producers who are fairly well sold up.

The proposed tax on imported oils continued to have some influence on the price of domestic fats, while reports that soapers continued to experience a good business served to keep sentiment friendly towards the market.

At New York, yellow and house were quoted at 3½¢@3½¢; A white, 3½¢@3½¢; B white, 3½¢@3½¢; choice white, 4½¢.

At Chicago, there was some trading in white grease for May delivery at outside consuming points. There was a good demand for prompt, with offering scarce. Yellow greases were equally firm on light offerings and fair demand. Choice white, all hog, was quoted at 3½¢; A white, 3½¢; B white, 3½¢; yellow, 3½¢@3½¢; brown, 2½¢@3¢.

By-Products Markets

Chicago, April 26, 1934.

Blood.

Trading in small volume. Prices steady with last week.

	Unit	Ammonia.
Ground	@	\$2.50
Unground	@	2.45

Digester Feed Tankage Materials.

Inquiries lacking. Prices are nominal.

	Unit	Ammonia.
Unground, 10 to 12% ammonia.....	\$1.50@	1.80 & 10¢
Unground, 8 to 10% ammonia.....	2.00@	2.25 & 10¢
Liquid stick	@	1.50

Dry Rendered Tankage.

Inquiries spotty. Offerings are small.

Hard pressed and exp. unground per unit protein	\$.40 @	.45n
Soft prod. pork, ac. grease & quality, ton	@	26.00
Soft prod. beef, ac. grease & quality, ton	@	20.00

Packinghouse Feeds.

Market unchanged from last week.

	Per Ton.
Digester tankage meat meal.....	@ \$30.00
Meat and bone scraps, 50%	@ 35.00
Steam bone meal, 85%, special feeding, per ton	@ 25.00
Raw bone meal for feeding.....	@ 30.00

Fertilizer Materials.

Demand continues slow. Little change in prices.

High grd. tankage, ground, 10@12% am.	\$2.00 & 10¢
Bone tankage, ungrd., low gd., per ton	@ 15.00
Hoof meal	@ 2.25

Bone Meals (Fertilizer Grades.)

Market steady with last week.

Steam, ground, 3 & 50.....	\$ @ 18.00
Steam, unground, 3 & 50.....	@ 15.00

Horns, Bones and Hoofs.

No change in market. Demand slow.

Horns, according to grade.....	\$60.00@90.00
Mfr. shin bones.....	\$55.00@85.00
Cattle hoofs, and knuckles.....	\$25.00@30.00
Junk bones	\$4.00@15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Little change in market. Prices nominal.

	Per ton.
Klip stock	@ 8.00
Calf stock	@ 10.00
Sinews, pizzles	@ 10.00
Earn pits	16.00@17.00
Cattle jaws, and knuckles.....	21.00@23.00
Hide trimmings (new style).....	@ 6.00
Hide trimmings (old style).....	@ 8.00
Pig skin scraps and trim, per lb.....	3½¢ @ 3½¢

Animal Hair.

Market steady with last week.

Summer coll and field dried.....	% @ 1¢
Winter coll dried.....	1 @ 1½¢
Processed, black, winter, per lb.....	6 @ 6½¢
Processed, grey, winter, per lb.....	5 @ 5½¢
Cattle switches, each*.....	1½¢ @ 2¢

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Apr. 25, 1934.

No sales of dried blood have been made around here for a period of about two weeks and it is possible business could be done today at about \$2.75 per unit of ammonia f.o.b. local shipping points as stocks are accumulating.

Ground tankage sold at \$2.50 and 10¢, basis f.o.b. New York and unground tankage is figured at about \$2.40 and 10¢, f.o.b. New York.

Unground dried fish scrap is lower in price also dried rendered tankage, while such materials as nitrate of soda and sulphate of ammonia are rather steady in price.

What products go into neutral lard? How is it made? All steps in the process are explained in "PORK PACKING," The National Provisioner's latest book.

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ANIMAL AND VEGETABLE OILS AND FATS CONSUMED IN MANUFACTURE IN 1933.

	Total.	Compounds and vegetable shortenings.	Oleomargarine.	Other edible products.	Soap.	Paint and Varnish.	Linoleum and oilcloth.	Printing inks.	Miscellaneous products.	Loss including foots.
Total	3,514,641,000	972,142,000	198,794,000	247,753,000	1,311,263,000	297,569,000	69,938,000	13,419,000	239,072,000	164,700,000
Cottonseed oil	1,114,846,000	852,843,000	17,097,000	121,538,000	6,967,000	9,000	14,000	2,772,000	112,686,000	112,686,000
Peanut oil	8,872,000	3,330,000	2,635,000	1,269,000	529,000	1,000	.....	.....	36,000	1,072,000
Cocanut oil	583,826,000	7,117,000	150,000	62,333,000	322,264,000	39,000	2,000	.....	2,642,000	32,333,000
Corn oil	43,946,000	1,128,000	341,000	27,893,000	3,638,000	213,000	12,000	.....	3,749,000	6,972,000
Soybean oil	22,958,000	498,000	7,000	460,000	4,235,000	8,568,000	5,041,000	65,000	2,626,000	867,000
Olive oil, edible	2,139,000	.....	.....	1,861,000	61,000	.....	.....	.....	217,000	.....
Olive oil, inedible	10,217,000	.....	.....	.....	2,001,000	.....	.....	.....	8,216,000	.....
Sulphur oil or olive foots.	32,970,000	.....	.....	.....	31,878,000	2,000	.....	.....	1,090,000	.....
Palm kernel oil	15,962,000	.....	.....	7,737,000	8,278,000	.....	.....	.....	69,000	1,888,000
Rapeseed oil	7,698,000	.....	.....	.....	39,000	25,000	18,000	.....	7,618,000	.....
Linseed oil	241,325,000	.....	.....	.....	980,000	192,959,000	33,015,000	10,863,000	3,508,000	.....
China wood oil	91,549,000	.....	.....	.....	5,000	76,714,000	11,746,000	1,523,000	1,561,000	.....
Perilla oil	14,186,000	.....	.....	.....	.....	6,529,000	5,526,000	419,000	1,412,000	.....
Castor oil	19,486,000	.....	.....	.....	2,060,000	2,072,000	841,000	33,000	14,930,000	.....
Palm oil	232,619,000	21,116,000	544,000	681,000	187,962,000	29,000	.....	2,000	16,660,000	5,625,000
Sesame oil	13,834,000	7,371,000	.....	4,800,000	758,000	.....	.....	.....	35,000	870,000
Sunflower oil	13,885,000	2,469,000	.....	2,535,000	7,889,000	175,000	116,000	.....	172,000	529,000
Other vegetable oils	2,021,000	.....	.....	.....	176,000	1,288,000	.....	.....	562,000	.....
Lard	17,483,000	3,171,000	8,959,000	4,810,000	362,000	.....	.....	5,000	301,000	239,000
Edible animal stearine	25,421,000	17,105,000	3,120,000	3,402,000	.....	.....	.....	.....	1,432,000	.....
Oil	19,061,000	294,000	15,005,000	708,000	112,000	13,000	.....	2,000	2,842,000	.....
Tallow, edible	51,447,000	46,437,000	.....	691,000	2,389,000	.....	.....	1,000	1,734,000	195,000
Tallow, inedible	596,731,000	.....	.....	.....	508,824,000	112,000	.....	6,000	57,654,000	135,000
Grease	205,520,000	.....	.....	.....	124,743,000	44,000	.....	349,000	79,953,000	481,000
Neatsfoot oil	4,290,000	.....	.....	.....	29,000	20,000	.....	.....	4,197,000	.....
Marine animal oils	46,110,000	.....	.....	.....	44,895,000	2,000	.....	2,000	1,211,000	.....
Fish oils	106,247,000	9,272,000	.....	.....	52,168,000	8,753,000	13,223,000	113,000	21,873,000	845,000

*Includes 13,025,000 reported by the tin and terné plate industry.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Apr. 26, 1934.—After ups and downs, cotton oil futures are practically same levels as a week ago, with undertone helped by latest indication that an excise tax bill on imported oils will be enacted. Crude was steady at 4¼c asked, 4¼c bid for Valley and 4c for Texas. Bleachable was firm at 4¼c lb. loose New Orleans, with fair demand. Soap stock was strong on account of large export and domestic inquiry. Lard and weather are likely to continue the dominating factors for several months at least.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Apr. 26, 1934.—Prime cottonseed oil, 4c lb.; forty-three per cent meal, \$24.00; hulls, \$10.00.

COTTON OIL TRADING.

COTTONSEED OIL—Demand was fair at New York for spot-oil. Offerings were light, and the market was barely steady with futures. Southeast crude, 4¼@4½c; Valley, 4¼@4½c; Texas, 4@4½c.

Market transactions at New York:

Friday, April 20, 1934.

Spot	—Range—Closing—				a
	Sales.	High.	Low.	Bid.	
April	.....	.....	.....	520 a	Bid
May	4	517	517	520 a	522
June	.....	.....	.....	520 a	540
July	3	539	539	542 a	545
Aug.	.....	.....	.....	545 a	557
Sept.	.....	.....	.....	564 a	567
Oct.	3	568	568	572 a	574
Nov.	.....	.....	.....	575 a	585

Sales, including switches, 10 contracts. Southeast crude, 4¼c bid.

Saturday, April 21, 1934.

Spot	.....	a
April	.....	515 a Bid
May	19	525 523 525 a trad
June	.....	526 a 546
July	4	545 545 545 a trad
Aug.	.....	548 a 560

Sept.	14	566	566	565 a	568
Oct.	12	575	573	575 a trad	.....
Nov.	.....	.....	.....	579 a	588

Sales, including switches, 49 contracts. Southeast crude, 4¼c bid.

Monday, April 23, 1934.

Spot	.....	.....	.....	a	.....
April	.....	.....	515 a	Bid	.....
May	9	524	515	524 a trad	.....
June	.....	.....	525 a	545	.....
July	7	545	541	545 a trad	.....
Aug.	.....	.....	548 a	560	.....
Sept.	4	568	567	568 a trad	.....
Oct.	8	575	575	576 a	579
Nov.	.....	.....	580 a	590	.....

Sales, including switches, 28 contracts. Southeast crude, 4¼c bid.

Tuesday, April 24, 1934.

Spot	.....	.....	.....	a	.....
April	.....	.....	510 a	Bid	.....
May	17	522	518	515 a	519
June	.....	.....	520 a	540	.....
July	3	540	540	540 a trad	.....
Aug.	.....	.....	545 a	555	.....
Sept.	12	567	562	562 a	566
Oct.	17	575	570	570 a	572
Nov.	.....	.....	575 a	585	.....

Sales, including switches, 49 contracts. Southeast crude, 4¼c bid.

Wednesday, April 25, 1934.

Spot	.....	.....	.....	a	.....
April	.....	.....	510 a	Bid	.....
May	8	513	510	513 a trad	.....
June	.....	.....	520 a	540	.....
July	12	537	529	536 a	537
Aug.	.....	.....	540 a	555	.....
Sept.	25	560	553	559 a	558
Oct.	30	568	562	567 a trad	.....
Nov.	.....	.....	570 a	580	.....

Sales, including switches, 75 contracts. Southeast crude, 4¼c bid.

Thursday, April 26, 1934.

May	.....	4.98
July	.....	5.23
September	.....	5.47
November	.....	5.63

See page 36 for later markets.

HULL OIL MARKETS.

Hull, England, April 25, 1934.—(By Cable.)—Refined cottonseed oil, 14s; Egyptian crude cottonseed oil, 12s.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Apr. 25, 1934.

Although dull, trading in cottonseed meal was very well scattered throughout the list with no particular interest seemingly in any position. Early sales were at about unchanged prices but the market drifted somewhat lower on the weakness that developed for a time in outside markets. There was little or no pressure in evidence but buying interest was lacking resulting in a narrow market with no definite trend. The close was steady at a decline of 25c to an advance of 20c.

P. AND G. REPORTS PROFITS.

Procter and Gamble Company report, for the quarter ended March 21, net earnings of \$4,031,841, equal after preferred dividend requirements to 59 cents a common share. This compares with net earnings of \$2,723,677 or 39 cents a share in the previous quarter and \$2,451,052 or 34 cents in the corresponding 1933 quarter. Earnings for the nine months to March 31 this year exceed those for the entire fiscal year ended June 30, 1933.

Employees of Procter and Gamble Company in United States and Canada who are earning \$2,000 or less annually are to receive an increase in benefits from the profit-sharing plan of the company from a flat rate of 8 per cent now in effect to 10 per cent. Approximately 5,000 employees will be affected. Last year the company paid \$354,840 to employee members of the plan.

COCONUT OIL TAX 3 AND 5c.

Cocanut oil imported by the United States from the Philippines will carry a tax of 3c per pound under the new revenue bill agreed upon by the House and Senate conferees this week. However, all cocanut oil imported from other sources will be taxed 5c per pound. All revenue from the tax on oil from the Philippines will be returned to the island government. This was termed giving the islands a "break," and was designed to meet President Roosevelt's objection to the tax as violating the agreement with the Philippines.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fairly Active—Price Movements Irregular—Outside Weakness Induces Liquidation—Cash Trade Satisfactory—Crude Firm—Weather South More Favorable.

With little or no change in conditions surrounding the cottonseed oil situation itself the past week, the market fluctuated back and forth with irregularity in allied and outside markets. Trade was fairly active from day to day, and net price changes were small compared with the previous week. The oil market, on the whole, again displayed independent steadiness.

Liquidation was caused, at times, by the sharp slumps in silver. These unsettled all of the markets and were the result of further indications of the President's objections to mandatory silver legislation at the present session of Congress. This situation was looked upon as forecasting the death knell of inflation through monetary developments.

It was not surprising, therefore, when mild liquidation developed in the cottonseed oil market, particularly as cotton and lard were under pressure at times, and the weather in the South was more favorable for new crop preparations.

Cash Oil Trade Routine.

There was little or nothing new on the proposed excise tax on imported oil, the tax bill remaining in conference between the House and Senate. Various rumors regarding the oil tax were current, including talk of a possible Presidential veto should the bill come out as is. On the other hand, there was information from Washington to the effect that the President would not care to veto the bill, owing to the possibilities of prolonging the session of Congress.

Cash oil trade, while of a routine

character, was reported satisfactory. Crude markets were firm throughout the week, with little offering. They are attracting less and less attention at this season of the year. In the Southeast, crude was quoted at 4% @ 4½c; Valley, 4¼ @ 4½c; Texas, 4 @ 4½c.

The weather in the South was less rainy and consequently more favorable for farm work and new crop preparations. The latest private estimates indicated 29,679,000 acres would be planted to cotton, a decrease of 27.5 per cent from last year. Approximately 41 per cent of the crop had been planted and 20 per cent of the crop was up to a stand. Condition of the crop that is up was reported fair but 5 days late.

Speculative Trade Mixed.

There was quite a little switching again the past week from the nearbys to the futures. Commission house trade generally was mixed and without particular significance. Professionals appeared to be guided by the outside trend, and as a result, were first on one side and then on the other. The surprising feature of the market, as a result of general developments the past

week, was the fact that the big open interests in cotton oil sat tight. This probably accounted for the fact that the market did not give ground as readily as did some outside markets.

Expectations were that fair deliveries would be made on May contracts on the first tender day (April 27). Gossip of late has had it that packers are long the May delivery and want the oil on contract. Incidentally, New York warehouse stocks of bleachable oil as of April 15 were officially posted as Gretna 1 tank, Memphis 18, and Savannah 30.

COCOANUT OIL—Dullness prevailed in this market again the past week, with more or less unsettlement pending the proposed excise tax. At New York, tanks were quoted at 2¼c. At the Pacific Coast, tanks were quoted at 2¼ @ 2½c.

CORN OIL—Buyers' ideas in this market were reported around 4½c. Sellers continued to hold for 4¼c, making for quiet conditions. Last business was at 4¼c.

SOYA BEAN OIL—Market appeared to be neglected and was quoted nominally at 6c f.o.b. western mills.

PALM OIL—Inactivity prevailed in this quarter pending settlement of the tax situation. As a result, conditions were largely nominal. At New York, spot Nigre was quoted at 3¼ @ 3½c; shipment Nigre, 3.10 @ 3.20c; 12½ per cent acid, 2.70c; 20 per cent, 2.65c; 40 per cent, 2.60c. Soft oils were nominally quoted in the absence of cables or interest.

PALM KERNEL OIL—Market was dull and nominal, but quoted at 2¼c bulk in bond New York.

OLIVE OIL—Demand has been fairly good. Offerings are light and firmly held. Barrels at New York moved up to 7¼ @ 7½c, while tanks were quoted at 6¼ @ 7c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Offerings were limited and held at 5c buyers' tanks, f.o.b. mills, with an occasional sale. Buyers' ideas were generally ¼c below sellers'.

LESS COTTON SEED IN 1934.

Some idea of the quantity of cotton seed that will be produced in the various states in 1934 under the limitation placed by the newly enacted Bankhead law is given by allotments made by the AAA recently. These are as follows: North Carolina 507,840 bales; South Carolina 577,920; Georgia 838,080; Tennessee 323,520; Alabama 854,760; Mississippi 1,052,160; Arkansas 916,800; Louisiana 503,040; Oklahoma 748,800, and Texas 3,091,200 bales.

The law limits the 1934 production to 10,000,000 bales which is a reduction of some 31 per cent from the average of the past five years. All cotton over that allotted to the various states will be subject to a tax of 50 per cent of the market price at the time it is ginned.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were barely steady the latter part of the week. Trade was mixed and cash business routine. Top hogs were \$3.95.

Cottonseed Oil.

Cotton oil was moderately active and steady on a better tone in outside markets and absence of May oil deliveries. Crude was steady and cash demand was fair. There were fears of renewed unsettled weather in the South. Southeast crude, 4½¢ lb. bid; Valley, 4¼¢ lb. bid; Texas, 4¢ lb. bid.

Quotations on bleachable cottonseed oil at New York Friday noon were: May, \$5.01@5.05; June, \$5.12@5.25; July, \$5.31@5.33; Aug., \$5.35@5.50; Sept., \$5.52@5.54; Oct., \$5.62@5.65; Nov., \$5.69@5.75; Dec., \$5.72@5.80.

Tallow.

Tallow, extra, 3½¢ lb. f.o.b.

Stearine.

Stearine, 5¼¢ lb. plants.

Friday's Lard Markets.

New York, Apr. 27, 1934. — Lard, prime western, \$4.15@4.25; middle western, \$3.95@4.05; city, 3½¢; refined Continent, 4½¢; South American, 4½¢@4¼¢; Brazil kegs, 4¼¢@4½¢; compound, car lots, 7¼¢.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, April 27, 1934.—Market for hams is very dull and lard moving slowly. General provision market firm.

Friday's prices were as follows: Hams, American cut, 77s; hams, long cut, 84s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 71s; Canadian Cumberlands, 66s. Spot lard was quoted 23s.

LIVERPOOL PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom for the week ended April 11 totaled 57,907 bales against 49,342 the previous week and 63,050 in the like period a year ago. Prices of first quality product at Liverpool during the week ended April 11:

	Apr. 11, 1934.	Apr. 4, 1934.	Apr. 12, 1934.
American green bellies.....	Nom.	Nom.	\$ 7.80
Danish green sides.....	\$18.44	\$19.14	11.31
Canadian green sides.....	15.52	16.33	9.47
American short cut green hams.....	19.56	20.20	11.01
American refined lard.....	6.17	6.38	6.01

MAKING LARD COMPOUND.

What products enter into the manufacture of compound? What proportion of each are used? "PORK PACKING," a new test book for the meat packer, published by The National Provisioner, gives this information.

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Apr. 20, 1934, as reported to THE NATIONAL PROVISIONER:

	Week ended April 20, 1933.	Prev. week.	Cor.
Chicago.....	110,728	109,374	109,855
Kansas City, Kan.....	54,122	52,210	59,602
Omaha.....	34,635	33,644	41,393
St. Louis & East St. Louis.....	73,781	68,536	69,516
Sioux City.....	25,624	28,028	31,715
St. Joseph.....	25,227	28,186	30,162
St. Paul.....	25,973	31,855	18,660
N. Y., Newark & J. C.....	45,401	43,001	40,141
Total.....	404,581	386,973	401,044

GERMAN HOGS AND LARD.

Top hogs at Berlin were quoted at \$12.99 per cwt. on April 11, compared with \$13.16 a week earlier and \$7.40 at the same time the previous year. Lard in tins at Hamburg was quoted at \$13.74 compared with \$14.20 the week ended April 4 and \$6.05 a year earlier.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to April 27, 1934, show exports from that country were as follows: To the United Kingdom, 113,000 quarters; to the Continent, 11,523. Exports the previous week were: To England, 53,125 quarters; to Continent, 1,635.

MARGARINE TONNAGE TAXED.

Oleomargarine on which tax was paid during March, as indicated by the monthly sale of internal revenue stamps, was as follows:

	Mar. 1934.	Mar. 1933.
	lbs.	lbs.
Oleomargarine, colored.....	44,870	35,046
Oleomargarine, uncolored.....	22,038,160	23,070,540

OIL RULE COPIES AVAILABLE.

Copies of the proposed rules to govern transactions in bulk vegetable oils are now available and may be obtained by those interested upon application to the secretary of the New York Produce Exchange, 2 Broadway, New York City.

The National Provisioner

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N. Y. HIDE FUTURE PRICES.

Trading on the New York Hide Exchange is reported as follows:

Saturday, Apr. 21, 1934—Old Contracts—Close: June 11.25@11.40; Sept. 11.85@11.90; Dec. 12.30@12.40; Mar. 12.75n; sales 9 lots. Closing unchanged to 15 lower.

Standard—Close: Sept. 11.95@12.08; Dec. 12.40n; Mar. 12.90@13.00; sales none. Closing unchanged to 5 lower.

Monday, Apr. 23, 1934—Old Contracts—Close: June 11.20b; Sept. 11.85@11.90; Dec. 12.30@12.35; Mar. 12.70n; sales 3 lots. Closing unchanged to 5 lower.

Standard—Close: Sept. 11.95@12.10; Dec. 12.40n; Mar. 12.85n; sales 3 lots. Closing unchanged to 5 lower.

Tuesday, Apr. 24, 1934—Old Contracts—Close: June 11.06 sale; Sept. 11.65 sale; Dec. 12.10n; Mar. 12.55n; sales 16 lots. Closing 14@20 lower.

Standard—Close: Sept. 11.75n; Dec. 12.20n; Mar. 12.65n; sales 6 lots. Closing 20 lower.

Wednesday, Apr. 25, 1934—Old Contracts—Close: June 11.00b; Sept. 11.60@11.64; Dec. 12.00@12.10; Mar. 12.45n; sales 3 lots. Closing 5@10 lower.

Standard—Close: Sept. 11.65@11.70; Dec. 12.05@12.15; Mar. 12.60@12.65; sales 4 lots. Closing 5@15 lower.

Thursday, Apr. 26, 1934—Old Contracts—Close: June 10.85n; Sept. 11.38@11.40; Dec. 11.80@11.85; Mar. 12.25n; sales 11 lots. Closing 15@22 lower.

Standard—Close: Sept. 11.50 sale; Dec. 11.85@11.95; Mar. 12.40 sale; sales 5 lots. Closing 15@20 lower.

Friday, Apr. 27, 1934—Old Contracts—Close: June 10.80@11.05; Sept. 11.40@11.50; Dec. 11.80@11.95; Mar. 12.20b; sales none. Closing 5 lower to 2 higher.

Standard—Close: Sept. 11.50@11.60; Dec. 11.90@12.00; Mar. 12.40 sale; sales 7 lots. Closing unchanged to 5 higher.

CANNED MEAT EXPORTS.

Canned meat exports from the United States during February totaled 1,504,597 lbs. In addition there were exported to insular possessions 335,325 lbs., making a grand total of 1,839,922 lbs. exported during the month.

Of the total exported to foreign countries 221,056 lbs. was canned beef, valued at \$75,911; 1,127,920 lbs. canned pork valued at \$346,937; 124,621 lbs. canned sausage which brought \$27,447; and 31,000 lbs. other canned meats selling for \$6,175.

Of the quantity reported to insular possessions, Hawaii took 213,441 lbs. and Porto Rico, 121,884 lbs., the largest quantity in both cases being canned sausage.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended April 14, 1934:

Week Ending	New York.	Boston.	Phila.
Apr. 14, 1934.....	10,511	4,142	.....
Apr. 7, 1934.....	18,751	.....	.....
Mar. 31, 1934.....	19,004	.....	.....
Mar. 24, 1934.....	16,436	8,500	7,997
	254,894	18,137	12,212
Apr. 15, 1933.....	36,699	.....	8,000
Apr. 8, 1933.....	8,966	.....	215
	139,450	2,976	32,647

Hide and Skin Markets

Chicago.

PACKER HIDES—After a rather uncertain opening, with buyers' ideas somewhat lower for hides in quantities and packers undecided as to whether an advance should be asked, trading was done in the packer hide market to the extent of 70,000 hides at steady prices. The movement ran mostly to April take-off, but with a scattering of March hides included.

No light native cows have moved so far this week. Buyers are bidding a half-cent down, endeavoring to establish a differential under native steers, but without securing any on that basis so far.

At the close of previous week, one packer sold 1,500 native steers and 750 butt brands at 11c, and 750 Colorados at 10½c, steady prices. Local small packer association also sold couple cars same basis, understood going to Exchange operators.

Late on the second day of the week, trading opened up again at steady prices for most all descriptions except extreme light native steers and light native cows, which did not move. Outlet appeared rather limited. Scattered trading continued for next couple days, with all packers involved. The movement grew to a fair week's business, considering that light cows were not involved, and leaves packers' stocks on other descriptions in fairly good shape.

Native steers sold at 11c. Extreme light native steers held at 11c, last trading price, with 10½c bid. Butt branded steers sold at 11c for several cars; Colorados moved at 10½c. Few heavy Texas steers sold at 11c; light Texas steers last sold at 10c; extreme light Texas steers sold at 10½c, all steady prices.

Heavy native cows moved at 10½c. Light native cows held at 11c, last trading price, with buyers bidding 10½c without securing any so far. Branded cows sold at 10½c, steady.

Native bulls offered at 8c.

Preliminary figures for March indicate shoe production of 31,000,000 pairs; production for first quarter of year 85,180,000 pairs, as against 77,677,000 pairs same quarter last year.

SMALL PACKER HIDES—Local small packer current all-weights quoted around 10½c for native steers and cows and 10c for branded, in a nominal way. Outside small packer lots quotable proportionately lower, according to dating, location, etc.

Local small packer association at close of last week sold a car Apr. native steers at 11c, and car Colorados 10½c. Early this week, 2,000 Apr. branded cows were sold at 10½c, all steady prices.

PACIFIC COAST—Nothing heard from Pacific Coast since the movement of a few March hides at 9½c, flat, for steers and cows, f.o.b. shipping point.

FOREIGN WET SALTED HIDES—Trading in South American market only moderate, ascribed by some to the lack of German buying. One lot of 16,000

Argentine steers sold to this country, and 4,000 to Czecho Slovakia, equal to 11½c, c.i.f. New York, as against 11½c two weeks ago. These hides getting into winter quality now.

COUNTRY HIDES—Trading in country hides has been very sluggish for several weeks. There appear to be plentiful supplies of hides in the hands of country dealers but they have made little attempt to dispose of them at the prices obtainable, maintaining their asking prices over the usual bids. All-weights, 48-lb. avge., quoted 7¼@8c, selected, delivered, trimmed basis, with slightly better possible on 44-lb. avge. Heavy steers and cows quoted 6¼@7c, nom., and hard to move. Buff weights offered at 8¼c, trimmed, with some quoting 8¼c nom., although not bid; untrimmed around 8c, nom. Extremes slow, with 9½c best bid, trimmed basis, although not possible to buy that way as yet, with 10c asked; untrimmed ½c less. Bulls and glues 4¼@5c, flat. All-weight branded 6½@6¾c, flat, less Chicago freight.

CALFSKINS—No activity as yet on packer April calfskins; the March skins were fairly well cleaned up two weeks back, at 17@17¼c for preferred northern point heavies, 9½/15-lb.; 16c for River point heavies; all lights, under 9½-lb., at 14c; Milwaukee all-weights 14½c. Packers talk 17½@18c for northern heavies, in a nominal way.

Chicago city calfskins steady; the 8/10-lb. are offered at 12½c; two cars 10/15-lb. sold late last week-end at 14c, and car or so this week same basis. Outside cities, 8/15-lb., quoted 12½@13c; mixed cities and countries around 11½c; straight countries 10@10½c. Chicago city light calf and deacons last sold at 95c, previous week.

KIPSKINS—Packers moved the bulk of their March kipskins several weeks back at 13c for northern natives and 12c for northern over-weights, southern a cent less; one packer got 10½c for Jan. forward branded, while another secured 11c for March branded. Market nominally at least 13½c on natives at present, based on parity with Chicago cities.

Chicago city kipskins sold previous week at 12½c. Outside cities around 12@12½c; mixed cities and countries around 11c; straight countries about 10c.

Packer regular slunks offered at 85c.

HORSEHIDES—Market steady, with choice city renderers quotable \$3.35@3.50, mixed city and country lots \$3.00@3.25; No. 2's 50c less.

SHEEPSKINS—Dry pelts 14@15c for full wools; short wools, and pieces and torn skins, half-price. Production of packer shearlings still light, but expected to increase from now on; one packer sold a car at 80c for No. 1's, 60c for No. 2's, and 45c for clips, 5c decline on the No. 2's with other selections steady. Small packer shearlings quotable around half-price, at 40c, 30c, and 20c. Around 40,000 Dec. to date pickled skins sold this week at \$3.62½ per doz. straight run of packer lamb, couple packers involved; production light. Packer wool pelts quoted around \$2.25 per cwt. live lamb. Outside small packer wool pelts \$1.35@

1.50 each; spring lambs moving 40 @50c.

New York.

PACKER HIDES—Packers well sold up to April 1st and no activity as yet on April hides. Market quotable nominally at 11c for native and butt branded steers, and 10½c for Colorados; these prices were bid previous week and declined.

CALFSKINS—Calfskins reported steady at last trading prices, with some confidential sales believed to have been made but not confirmed. Last reported trading on collector's calf was at \$1.10 for 5-7's, \$1.35 for 7-9's \$2.25 for 9-12's, and \$2.50 for 12/17-lb. kips, with 5@10c higher asked for the light end. Packers last quoted at \$1.20@1.25 for 5-7's, \$1.65@1.70 for 7-9's, \$2.35 paid for 9-12's and \$2.60 paid for 12/17-lb. kips.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended April 21, 1934, were 4,871,000 lbs.; previous week, 5,668,000 lbs.; same week last year, 5,083,000 lbs.; from January 1 to April 21 this year, 80,109,000 lbs.; same period a year ago, 70,473,000 lbs.

Shipments of hides from Chicago for the week ended April 21, 1934, were 7,233,000 lbs.; previous week, 7,594,000 lbs.; same week last year, 5,533,000 lbs.; from January 1 to April 21 this year, 87,090,000 lbs.; same period a year ago, 71,476,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Apr. 27, 1934, with comparisons, are reported as follows:

PACKER HIDES.		Week ended Apr. 27.	Prev. week.	Cor. week, 1933.
Spr. nat. str.	....11	@11½n	11	@11½n
Hvy. nat. str.	....11	@11		@11
Hvy. Tex. str.	....11	@11		@11
Hvy. butt brand'd str.	....11	@11		@11
Hvy. Col. str.	....10½	@10½		@10½
Ex-light Tex.	....10½	@10½		@10½
Brnd'd cows.	....10½	@10½		@10½
Hvy. nat. cows	....10½	@10½		@10½
Lt. nat. cows	....11ax	@11		@11
Nat. bulls	....8ax	@8ax		@8ax
Brnd'd bulls	....7ax	@7ax		@7ax
Calfskins	....14	@17¼	14	@17¼
Kips, nat.	....13½n	@13½n		@13½n
Kips, ov-wt.	....12	@13	12	@13
Kips, brnd'd	....11	@11½		@11½
Slunks, reg.	....85ax	@85	@1.00	@85
Slunks, hrls.	....40	@50	40	@50
Light native, butt branded and Colorado steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.		Week ended Apr. 27.	Prev. week.	Cor. week, 1933.
Nat. all-wts.	....10½n	@10½n		@10½n
Branded	....10n	@10n		@10n
Nat. bulls	....7¼	@7¼		@7¼
Brnd'd bulls	....6¼	@7		@7
Calfskins	....12½	@14	12½	@14
Kips	....12½	@12½		@12½
Slunks, reg.	....75	@85	75	@85
Slunks, hrls.	....30	@40n	30	@40n

COUNTRY HIDES.		Week ended Apr. 27.	Prev. week.	Cor. week, 1933.
Hvy. steers	....6¾	@7	7¼	@7¼
Hvy. cows	....8¾	@7	7¼	@7¼
Buffs	....8	@8½	8¼	@8¼
Extremes	....9½	@10	10	@10
Bulls	....4½	@5	4¾	@5
Calfskins	....10	@10½	10	@10½
Kips	....10	@10		@10
Light calf	....50	@60n	50	@60n
Deacons	....50	@60n	50	@60n
Slunks, reg.	....20n	@20n		@20n
Slunks, hrl.	....10n	@10n		@10n
Horsehides	....3.00	@3.50	3.00	@3.50

SHEEPSKINS.		Week ended Apr. 27.	Prev. week.	Cor. week, 1933.
Pkr. lambs	....1.35	@1.50	1.40	@1.50
Sml. pkr. lambs	....1.35	@1.50	1.40	@1.50
Pkr. shearings	....80	@80		@80
Dry pelts	....14	@15	14	@15

Live Stock Markets

CHICAGO

Chicago, Apr. 26, 1934.

CATTLE—Compared with last Friday: All grades weighty steers, 50c higher, instances 75c up on inbetween grade offerings scaling over 1,300 lbs. Trade was very active on all kinds scaling over 1,200 lbs. Top, \$8.60, a new high on crop and highest since November, 1932. Better grade long yearlings and light steers were firm; lower grades, 25c lower; practically all light steers and yearlings, 25@40c lower; best long yearlings, \$8.00; best, 1,075-lb. averages, \$7.50; 950 lbs., \$6.90; 760-lb. steers, \$6.40. Light heifer and mixed yearlings were steady to weak; top, \$6.35; weighty yearling heifers and all grades strongweight butcher heifers, fully 25c higher; best heavy heifers, \$6.85; better grade fat cows, firm to 25c higher; others and cutters, about steady; bulls steady; vealers, strong to 25c higher.

HOGS—Compared with last Friday: Market 5@15c lower, underweights and pigs off more; packing sows, 5@10c down, lowest levels since late January. Receipts increased, and the fresh pork market failed to improve. Week's top, \$4.10; closing peak, \$3.95; late bulk 170 to 290 lbs., \$3.75@3.90; 300 to 350 lbs., \$3.50@3.75; light lights, \$3.35@3.75; good pigs, \$2.25@2.75; packing sows, \$2.90@3.10, best around \$3.25.

SHEEP — Compared with last Friday: Fat woolled lambs, 40@50c higher, shorn offerings sharing similar upturn; aged sheep, around 25c higher. Spring lambs also showed improvement. Broad demand was an important factor behind advances, although supplies for week were mildly increased. Top woolled lambs at close, \$10.25, new high since June, 1931; week's bulk, \$10.00@10.25; fresh shorns, \$8.25@8.75 mostly. First California springers averaged 80 lbs. and sold at \$10.75 Monday; strictly choice 76-lb. Colorado springers at close, \$11.50; top shorn ewes, \$4.00, bulk \$3.00@3.75; woolled ewes, \$5.00@5.25 mostly.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Apr. 26, 1934.

CATTLE—There was a broad demand for choice medium weight and heavy fed steers all week, but only a

few were available. Values are quoted 25@50c higher than last Friday, with none available at the close. Medium to good grades were fairly numerous, and final levels are 25c or more higher than last Friday. Fed steers and yearlings scaling under 1,100 lbs. made up bulk of supply. Better grades ruled strong to 25c higher, while less desirable kinds are steady to strong. Best heavy steers sold at \$7.60 early in the week, but at finish choice grades were quoted at \$8.00 and above. Good to choice lightweights sold from \$6.25@7.00, while plainer grades ranged from \$4.75@5.85. There was a liberal supply of heifers and mixed yearlings offered, and early losses were regained at the close. Slaughter cows ruled 15@25c higher, while bulls advanced 10@15c. Vealers closed about steady, with selected lots at \$6.50 and above.

HOGS—Hog market had a weaker undertone on late days, and prices are mostly 10@15c lower than last Friday. Late top rested at \$3.50 on choice 190- to 240-lb. weights to shippers, while packers were rather erratic buyers at \$3.45 and down. Most good to choice 180- to 325-lb. weights ranged from \$3.35@3.50, while better grades of 130- to 170-lb. averages went from \$2.75@3.40. Packing sows held steady at \$2.70@3.00.

SHEEP — An active trade featured fat lamb market, and values are sharply higher than a week ago. Springers and clipped lambs advanced 75@90c, while woolskins were 50@65c over last Friday. Choice woolled lambs were fairly numerous at \$10.00 for the first time in more than three years, while best native springers reached \$11.25. Desirable Arizonas scored \$10.50 on late rounds, while clippers brought \$8.40@8.60. Mature sheep are strong, with odd lots woolled ewes at \$5.00; most short arrivals, \$4.25 down.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Apr. 26, 1934

CATTLE—Strong to higher prices were again in effect on cattle the current week. Compared with last Friday: Steers, steady to 25c higher, medium weight and heavies showing the advance; mixed yearlings and heifers, strong; cowstuff, 10@15c higher; bulls, steady to 25c higher; vealers, 25c higher. Top 1,613-lb. steers registered \$7.75; top yearlings, \$7.25; bulk of

sales, \$5.25@7.00; most good and choice kinds, \$6.25@7.25. Top heifers registered \$6.15; mixed yearlings, \$6.00; bulk of good and choice mixed yearlings and heifers, \$5.25@5.85; medium fleshed kinds, \$4.50@5.00. Most beef cows brought \$3.00@3.75; top, \$4.75; low cutters, largely \$1.50@2.00. The four-day period closed with top sausage bulls at \$3.60; top vealers, \$6.50.

HOGS—Swine prices declined 10@15c during week. Top Thursday was \$3.85, bulk selling at \$3.75@3.85; light lights, \$3.25@3.75; packing sows, \$2.90@3.15.

SHEEP—Fed lambs advanced 50c for period, while spring lambs declined 25c. Sheep held steady. Spring lambs topped at \$12.50, bulk earnings \$11.00@11.50. Clipped lambs bulked at \$8.40@8.75; top, \$9.00. Clipped wethers scored \$5.00; clipped ewes, \$4.50.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., April 26, 1934.

CATTLE—Urgency featured market for weighty steers and medium weights all week, and prices were maintained on a strong to unevenly higher basis, with an advance over price levels of last Friday of 50@75c; extremes, \$1.00 up. Long yearlings and light steers are strong to 25c higher; light yearlings, fully steady. She stock strong to 10@15c higher; extremes, 25c up on choice heavy heifers and heavy cows. Bulls closed strong to 10c higher; vealers, weak to 50c lower. Week's top of \$8.40 was paid for strictly choice 1,402-lb. steers, with 1,291-lb. weights at \$8.10.

HOGS — Compared with Saturday, hog prices are 10@20c lower. Thursday's top, \$3.40. Bulks: 180 to 280 lbs., \$3.25@3.35; 280 to 340 lbs., \$3.00@3.25; 150 to 180 lbs., \$2.75@3.25; pigs, \$1.50@2.50; sows, \$2.70@2.85; stags, \$2.25@2.75.

SHEEP — Lamb prices continued their upward climb, reaching the highest level since June, 1931. Compared with last Friday: Lambs, 75c@1.00 higher; matured sheep, scarce and steady; Thursday's bulk fed woolled lambs \$9.85@10.00. Native spring lambs, good to choice grade, \$9.75@10.75; fresh shorn lambs, \$8.00@8.60; woolled ewes, up to \$5.25; shorn ewes, up to \$4.00; shearing lambs, \$9.00@9.75.

SIoux CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Apr. 26, 1934.

CATTLE—Demand this week again centered on heavy and medium weight beefs, as well as better grade long yearlings. Late prices indicated a full 25c higher schedule. Plain light weights continued slow at recent declines. Choice long yearlings topped at \$7.40, numerous loads cleared at \$6.75@7.25, and bulk turned at \$5.50@6.50. Heifers found an indifferent demand, with some price shading, while cows ruled firm. Load lots of choice heifers made \$5.50, and a few heavier weights cashed at \$5.65. Most beef cows went at \$2.75@4.00, and low cutters and cutters bulked at \$1.75@2.50. Bulls strengthened; medium grades reached \$3.00 freely. Vealers finished strong to 50c higher; choice, \$6.00.

KENNETT-MURRAY

LIVESTOCK BUYING ORGANIZATION

Cincinnati, Ohio

Detroit, Mich. Dayton, Ohio

Louisville, Ky. La Fayette, Ind.



Indianapolis, Ind.

Nashville, Tenn. Omaha, Neb.

Montgomery, Ala. Sioux City, Ia.

HOGS—Increased receipts proved burdensome, and prices worked to lower levels. While shipping demand showed good breadth, local slaughter requirements were restricted. Compared with last Friday, all slaughter classes were rated 15¢@25¢ lower. Thursday's top held at \$3.45, while bulk of better grade 180- to 270-lb. weights ranged \$3.25@3.35. Good and choice 270- to 350-lb. heavies cleared at \$3.00@3.25, with big weight offerings down to \$2.85. Good 140- to 180-lb. selections cashed at \$2.75@3.25, with packing sows noted at \$2.75@2.85.

SHEEP—Lamb trade this week saw prices work materially higher, with choice woolskins reaching a new high for the season. Woolled lambs advanced 35¢@50¢, while shorn consignments received a 50¢@65¢ upturn. One deck choice 78-lb. woolled lambs on shipper account brought \$9.95, and \$9.75@9.85 included the late bulk of better grades. Clippers cleared at \$8.25@8.40 late. Small lots of native spring lambs cashed up to \$10.50. Slaughter ewes were little changed. Small lots of woolled offerings turned at \$4.25@5.25. Shorn consignments were salable to \$4.00.

ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., April 25, 1934.

CATTLE—Compared with Friday of last week, slaughter steers scaling 1,050 lbs. upward, were strong to 15¢ or more higher. Light yearlings, steers and heifers were steady to 10¢ lower. Heavy heifers were strong, other classes mostly steady. Choice 1,402-lb. fed steers topped recently at \$7.50, other desirable medium weight and heavy beefs made \$6.00@7.00. Yearling steers bulked around \$5.50 downward with a few up to \$6.25. Good and choice heifers ranged \$5.25@6.50 with the bulk of butcher kinds down to \$4.00. Beef cows sold around \$3.00@4.00, most cutters and low cutters at \$1.75@2.75. Bulls bulked at \$2.50@3.00, top \$3.25. Good to choice vealers made \$4.50@5.50, selections \$6.00.

HOGS—Compared with Friday of last week hog prices show little net change, some being slightly stronger, others weaker. Better 170- to 250-lb. hogs sold today at \$3.50@3.70, largely \$3.60 down; most 250- to 400-lb., \$3.10 \$3.50; bulk sows, \$2.80@3.00; bulk light lights, \$3.00@3.50; killer pigs, \$2.25@2.75 or above.

LAMBS—Slaughter lambs advanced sharply this week and present prices equal the season's highest levels. Bulk of the good to choice woolled lambs here this week brought \$9.50@9.75, common and medium grades, \$7.00@9.00. Good to choice 76- to 90-lb. fed clipped lambs earned \$8.25@8.35. Fat woolled ewes sold largely at \$5.00 and down, clipped offerings around \$3.50 and down.

CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., April 26, 1934.

Receipts of hogs at 22 concentration points and 7 packing plants in Iowa and Minnesota were unusually heavy the past week, and Thursday's quotations were mostly 10¢@15¢ under last Saturday. Light and medium weight hogs predominated in the receipts, and late bulk of good and choice 180- to 260-lb. offerings moved at \$3.30@3.55; 270 to 300 lbs., largely \$3.10@3.40; 310 to 350 lbs., principally \$3.00@3.30; a few big weights, down to \$2.80; most light and medium weight packing sows, \$2.55@2.90; few, \$2.95@3.00.

Receipts of hogs unloaded daily at these 22 concentration points and 7 packing plants for the week ended April 26, were as follows:

	This week.	Last week.
Fri., April 20.....	24,800	18,800
Sat., April 21.....	28,200	29,300
Mon., April 23.....	62,800	52,600
Tues., April 24.....	16,000	15,700
Wed., April 25.....	20,500	15,900
Thurs., April 26.....	28,500	19,400

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended April 21, 1934:

	Cattle.	Hogs.	Sheep.
Week ended April 21.....	216,000	460,000	254,000
Previous week.....	192,000	459,000	319,000
1933.....	174,000	530,000	367,000
1932.....	168,000	553,000	428,000
1931.....	194,000	549,000	471,000
1930.....	172,000	552,000	363,000
1929.....	218,000	605,000	356,000

Hogs at 11 markets:

Week ended April 21.....	388,000
Previous week.....	390,000
1933.....	422,000
1932.....	448,000
1931.....	474,000
1930.....	481,000
1929.....	512,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended April 21.....	172,000	333,000	176,000
Previous week.....	148,000	326,000	218,000
1933.....	129,000	352,000	246,000
1932.....	124,000	375,000	261,000
1931.....	153,000	400,000	341,000
1930.....	129,000	422,000	276,000
1929.....	158,000	441,000	259,000

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week April 18:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended April 18.	Prev. week.	Same week, 1933.
Toronto.....	\$ 6.25	\$ 6.50	\$ 5.50
Montreal.....	6.25	6.50	5.00
Winnipeg.....	6.00	5.50	4.50
Calgary.....	5.00	5.00	3.50
Edmonton.....	4.75	4.75	4.25
Prince Albert.....	4.00	4.25	....
Moose Jaw.....	4.50	4.00	3.75
Saskatoon.....	4.75	4.75	3.50

VEAL CALVES.

	\$ 7.50	\$ 8.00	\$ 8.50
Toronto.....	7.50	5.50	4.50
Montreal.....	5.75	6.00	6.00
Winnipeg.....	5.50	5.50	5.00
Calgary.....	5.00	5.50	4.50
Edmonton.....	4.00	....	....
Prince Albert.....	5.00	5.00	5.50
Moose Jaw.....	5.75	5.00	5.50
Saskatoon.....	5.75	5.00	5.50

SELECT BACON HOGS.

	\$ 8.75	\$ 8.50	\$ 8.85
Toronto.....	8.75	8.75	6.25
Montreal.....	8.25	7.75	5.75
Winnipeg.....	8.00	7.10	5.25
Calgary.....	8.10	7.40	5.35
Edmonton.....	7.95	7.45	5.45
Prince Albert.....	8.00	7.50	5.50
Moose Jaw.....	7.90	7.45	5.45
Saskatoon.....	7.90	7.45	5.45

GOOD LAMBS.

	\$ 8.50	\$ 8.25	\$ 8.00
Toronto.....	8.00	7.00	6.00
Montreal.....	7.00	7.00	7.50
Winnipeg.....	8.00	6.75	5.50
Calgary.....	7.25	7.00	6.00
Edmonton.....	....	....	....
Prince Albert.....	....	....	....
Moose Jaw.....	5.50	5.50	5.50
Saskatoon.....	5.50	....	....

*Spring lambs \$5.00 to \$10.00 each.

†Spring lambs \$6.75 each.

LIVESTOCK AT 62 MARKETS.

Receipts and disposition of livestock at 62 leading markets in March, 1934:

	Receipts.	Local slaughter.	Total shipments.
CATTLE.			
Total.....	969,272	618,056	348,228
Mar. avg. 5 years.....	934,178	554,378	366,070
CALVES.			
Total.....	530,311	381,086	146,841
Mar. avg. 5 years.....	481,928	341,652	134,776
HOGS.			
Total.....	2,467,554	1,679,399	800,578
Mar. avg. 5 years.....	3,102,880	1,954,903	1,147,018
SHEEP AND LAMBS.			
Total.....	1,570,186	957,141	624,927
Mar. avg. 5 years.....	1,951,322	1,092,833	850,829

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended April 21, 1934:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,786	11,016	4,250	42,214
Central Union.....	2,780	2,006	....	10,419
New York.....	812	3,804	13,931	3,540
Total.....	8,278	16,826	18,181	56,173
Previous week.....	7,186	14,312	15,788	46,532
Two weeks ago.....	6,924	12,369	17,413	38,915

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LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, April 26, 1934, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd-ch.	\$3.25@3.08	\$3.25@3.05	\$2.65@3.25	\$2.75@3.35	\$3.00@3.50
Lt. wt. (160-180 lbs.) gd-ch.	3.60@3.90	3.60@3.75	2.90@3.30	3.20@3.50	3.35@3.55
(180-200 lbs.) gd-ch.	3.75@3.95	3.70@3.75	3.25@3.35	3.30@3.50	3.55@3.55
Med. wt. (200-220 lbs.) gd-ch.	3.75@3.95	3.70@3.75	3.25@3.40	3.40@3.50	3.50@3.60
(220-250 lbs.) gd-ch.	3.75@3.95	3.70@3.75	3.25@3.40	3.40@3.50	3.50@3.60
Hvy. wt. (250-290 lbs.) gd-ch.	3.65@3.90	3.65@3.75	3.15@3.35	3.35@3.45	3.20@3.55
(290-350 lbs.) gd-ch.	3.50@3.80	3.60@3.75	2.90@3.25	3.25@3.40	3.10@3.50
Pkg. sows (275-350 lbs.) good.	3.15@3.35	3.05@3.20	2.80@2.95	2.85@3.00	2.85@3.00
(350-425 lbs.) good	3.05@3.25	3.00@3.15	2.75@2.85	2.75@2.90	2.75@2.90
(425-550 lbs.) good	2.95@3.15	2.90@3.10	2.70@2.80	2.65@2.80	2.70@2.90
(275-350 lbs.) medium	2.85@3.10	2.85@3.10	2.60@2.80	2.60@2.80	2.70@2.90
Sltr. pigs (100-130 lbs.) gd-ch.	2.00@3.25	2.25@3.15	2.00@3.00	2.00@3.00	2.25@3.00
Av. cost & wt. Wed. (pigs excl.)	3.79-232 lbs.	3.68-220 lbs.	3.23-251 lbs.	3.40-233 lbs.	

Slaughter Cattle, Calves & Vealers:

STEERS (550-900 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	6.50@7.50	6.75@7.50	6.75@7.35	6.50@7.50	6.50@7.25
Good	5.75@6.75	6.00@7.00	5.75@6.75	5.75@7.00	5.50@6.65
Medium	5.00@6.00	5.00@6.25	4.75@6.00	4.75@5.75	4.75@5.85
Common	4.25@5.25	4.00@5.00	4.00@5.00	3.85@4.85	3.75@4.75
STEERS (900-1100 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	7.00@7.75	7.00@7.75	7.00@7.75	7.00@7.85	6.75@7.35
Good	5.75@7.25	6.25@7.25	6.00@7.25	5.85@7.25	5.60@6.75
Medium	5.25@6.00	5.00@6.00	5.00@6.25	4.85@6.15	5.00@5.75
Common	4.50@5.50	4.00@5.50	4.25@5.50	3.85@5.00	3.85@5.00
STEERS (1100-1300 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	7.50@8.50	7.25@7.75	7.25@8.25	7.25@8.00	7.00@7.85
Good	7.00@8.00	6.50@7.50	6.50@7.50	6.25@7.25	6.25@7.25
Medium	6.00@7.25	5.50@6.50	5.75@6.75	5.50@6.15	5.25@6.25
STEERS (1300-1500 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	8.00@8.75	7.50@8.00	7.50@8.40	7.00@8.00	7.25@7.85
Good	7.25@8.25	6.50@7.50	6.75@7.50	6.00@7.25	6.25@7.25
HIFERS (550-750 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	5.75@6.25	5.75@6.30	5.50@6.00	5.40@6.15	5.75@6.25
Good	5.25@5.75	5.25@5.75	4.75@5.50	4.75@5.40	5.15@5.75
Com-med.	3.50@5.25	3.75@5.25	3.25@4.75	3.00@4.75	3.25@5.15
HIFERS (750-900 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd-ch.	5.25@6.75		4.75@6.25	4.75@6.15	5.15@6.50
Com-med.	3.50@5.50		3.25@4.75	3.00@4.75	3.25@5.15
COWS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Good	3.75@4.75	3.50@4.00	3.65@4.35	3.50@4.00	3.65@4.25
Com-med.	2.85@4.00	2.75@3.50	2.75@3.65	2.75@3.50	2.75@3.65
Low-cut-cut.	2.00@3.00	1.00@2.75	1.75@2.75	1.50@2.75	1.50@2.75
BULLS (YRLS. EX. BEEF):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Good	3.35@3.75	3.35@4.00	3.00@3.35	3.00@3.25	2.90@3.25
Cut-med.	3.00@3.50	2.25@3.60	2.60@3.10	2.00@3.00	2.25@3.00
VEALERS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd-ch.	5.25@6.50	5.50@6.50	5.50@7.00	5.00@6.50	4.50@6.00
Medium	4.00@5.25	4.25@5.50	4.00@5.50	3.50@5.00	4.50@5.50
Cul-com.	3.00@4.00	1.50@4.25	3.00@4.00	2.50@3.50	2.00@3.50
CALVES (250-500 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd-ch.	4.00@5.00	4.50@5.50	3.50@5.00	4.00@4.75	4.00@5.50
Com-med.	3.00@4.50	2.50@4.50	2.50@3.50	2.50@4.00	2.50@4.00

Slaughter Sheep and Lambs:

SPRING LAMBS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice		11.25@11.75	10.25@10.75	10.50@11.25	
Good		10.50@11.25	9.25@10.25	9.75@10.50	
Medium		9.00@10.50	8.00@9.25	8.50@9.75	
LAMBS (90 LBS. DOWN):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd-ch.*	10.10@10.25	8.50@9.00	9.75@10.05	9.50@10.00	9.40@10.00
Com-med.	7.25@10.10	8.00@8.50	7.50@9.15	7.75@9.50	
(90-98 lbs.) gd-ch.*	10.00@10.25	8.25@8.90	9.75@10.00	9.25@10.00	6.50@8.25
YEARLING WETHERS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
(90-110 lbs.) gd-ch.	8.75@9.25	6.50@7.50	6.00@8.25	8.00@9.00	5.50@6.50
Medium	7.00@8.00	5.00@6.50	5.50@6.00	6.50@8.00	4.00@5.25
EWES:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
(90-120 lbs.) gd-ch.	4.50@5.65	3.50@4.50	3.25@5.35	4.25@5.25	3.50@5.25
(120-150 lbs.) gd-ch.	4.00@5.50	3.00@4.35	3.00@5.35	4.00@5.00	2.50@4.00
(AN weights) com-med.	3.00@4.75	2.00@3.50	2.25@3.25	2.00@4.25	

*Quotations based on ewes and wethers.

Note: Sheep and lamb quotations at Chicago, Omaha, and Kansas City are on woolled basis. Quotations at E. St. Louis, excepting spring lambs, are on shorn basis.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended April 21, 1934:

CATTLE.	Week ended April 21, 1934.	Prev. week.	Cor.
Chicago	28,873	26,967	24,885
Kansas City	26,940	24,105	18,299
Omaha	23,890	21,700	17,243
East St. Louis	14,299	16,096	15,194
St. Joseph	10,601	9,840	6,127
St. Paul	11,078	10,399	8,716
Wichita	2,718	2,914	1,998
Fort Worth	4,114	3,611	
Philadelphia	2,127	2,154	1,506
Indianapolis	2,329	1,718	1,634
New York & Jersey City	10,452	9,871	6,383
Oklahoma City	4,013	4,247	3,047
Cincinnati	5,096	4,112	3,310
Denver	3,034	2,420	2,305
St. Paul	12,222	10,958	9,718
Milwaukee	3,422	3,502	5,109
Total	165,187	154,554	123,475

HOGS.	Week ended April 21, 1934.	Prev. week.	Cor.
Chicago	105,256	104,793	100,074
Kansas City	64,122	52,219	59,602
Omaha	33,421	30,289	42,595
East St. Louis	35,806	41,717	40,021

St. Joseph	25,053	21,248	18,050
St. Paul	24,345	26,416	32,881
Wichita	9,254	9,141	13,986
Fort Worth	10,754	10,436	
Philadelphia	18,422	17,234	16,182
Indianapolis	20,207	14,517	25,918
New York & Jersey City	44,221	44,954	39,254
Oklahoma City	6,593	6,673	15,241
Cincinnati	14,541	15,948	18,803
Denver	8,942	8,566	11,820
St. Paul	17,846	20,464	23,370
Milwaukee	7,540	9,248	8,545
Total	436,323	433,763	484,942

SHEEP.	Week ended April 21, 1934.	Prev. week.	Cor.
Chicago	38,578	55,374	65,697
Kansas City	38,999	38,715	45,051
Omaha	24,431	29,770	29,826
East St. Louis	5,841	7,551	8,087
St. Joseph	18,847	24,064	26,779
St. Paul	13,255	12,252	9,984
Wichita	4,094	3,866	3,664
Fort Worth	3,599	3,935	
Philadelphia	6,888	5,789	5,903
Indianapolis	3,179	1,977	2,724
New York & Jersey City	62,406	60,549	61,215
Oklahoma City	1,920	1,512	1,177
Cincinnati	1,064	1,341	2,963
Denver	1,910	2,938	4,484
St. Paul	5,796	6,198	4,614
Milwaukee	1,182	696	619
Total	224,089	255,527	270,790

RECEIPTS AT CENTERS

SATURDAY, APRIL 21, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	100	11,500	4,000
Kansas City	600	900	
Omaha	200	1,300	1,600
St. Louis	200	3,000	400
St. Joseph	200	800	2,500
St. Paul	300	1,200	1,000
St. Paul	300	1,700	800
Fort Worth	100	400	100
Denver	100	200	7,000
Louisville	400	400	200
Wichita	300	800	200
Indianapolis	100	2,000	400
Pittsburgh	100	200	200
Cincinnati	900	1,400	200
Buffalo	200	500	
Nashville	200	300	400
Oklahoma City	200	300	200

MONDAY, APRIL 23, 1934.

Chicago	16,000	35,000	8,000
Kansas City	14,000	7,000	8,000
Omaha	8,500	10,000	3,500
St. Louis	3,500	13,500	1,000
St. Joseph	2,800	5,000	7,500
St. Paul	5,500	7,000	2,000
St. Paul	4,700	3,500	2,000
Fort Worth	1,900	1,000	3,500
Denver	1,900	1,000	200
Louisville	300	500	200
Wichita	800	1,500	500
Indianapolis	500	8,000	700
Pittsburgh	600	3,500	1,800
Cincinnati	1,400	5,000	600
Buffalo	1,500	5,800	3,400
Cleveland	900	900	800
Nashville	400	500	100
Oklahoma City	900	900	300

TUESDAY, APRIL 24, 1934.

Chicago	7,500	28,000	9,000
Kansas City	6,000	5,500	10,000
Omaha	5,500	11,000	15,500
St. Louis	3,000	13,000	2,500
St. Joseph	1,800	6,500	5,300
St. Paul	4,000	7,500	2,500
St. Paul	2,200	4,500	1,200
Fort Worth	1,000	700	1,200
Milwaukee	1,800	1,000	1,800
Denver	500	1,000	11,800
Louisville	500	600	100
Wichita	500	900	400
Indianapolis	1,500	10,000	300
Pittsburgh	600	500	500
Cincinnati	400	5,000	300
Buffalo	100	500	300
Cleveland	200	400	900
Nashville	100	400	300
Oklahoma City	1,000	800	300

WEDNESDAY, APRIL 25, 1934.

Chicago	9,500	21,000	6,000
Kansas City	5,500	5,000	8,000
Omaha	7,000	10,000	7,000
St. Louis	1,800	7,000	1,700
St. Joseph	2,000	5,500	3,500
St. Paul	3,500	8,000	2,000
St. Paul	2,700	7,500	800
Fort Worth	800	600	1,500
Milwaukee	700	1,300	200
Denver	600	1,500	11,800
Louisville	200	400	200
Wichita	400	900	400
Indianapolis	1,000	6,000	200
Pittsburgh	400	600	1,300
Cincinnati	500	3,000	400
Buffalo	200	2,200	400
Cleveland	300	500	600
Nashville	400	500	300
Oklahoma City	900	1,400	300

THURSDAY, APRIL 26, 1934.

Chicago	5,000	25,000	16,000
Kansas City	2,500	5,000	8,000
Omaha	5,500	12,000	6,500
St. Louis	2,000	9,000	1,500
St. Joseph	2,000	5,000	4,500
St. Paul	3,000	10,000	4,000
St. Paul	3,000	6,000	500
Fort Worth	1,000	800	1,000
Milwaukee	700	1,200	400
Denver	500	2,100	8,200
Louisville	600	500	200
Wichita	500	900	500
Indianapolis	800	7,000	12,000
Pittsburgh		1,500	1,400
Cincinnati	900	5,000	2,000
Buffalo	100	1,200	1,000
Nashville	200	400	300
Nashville	400	300	1,000
Oklahoma City	900	800	2,000

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 21, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,837	4,023	5,937
Swift & Co.	3,827	3,753	5,981
Morris & Co.	3,615	.....	.....
Wilson & Co.	4,913	5,102	4,085
Anglo-Am. Prov. Co.	1,421	.....	4,655
G. H. Hammond Co.	3,178	2,258	.....
Libby, McNeill & Libby	.....	.....	.....
Shippers	12,444	9,931	11,223
Others	6,102	30,580	3,085
Brennan Pkg. Co.	3,925	hogs; Hygrade	Food
Products Corp.	3,686	hogs; Agar Pkg. Co.	9,329

Total: 39,938 cattle, 0,305 calves, 72,407 hogs, 35,566 sheep.
Not including 1,381 cattle, 2,357 calves, 53,632 hogs and 11,235 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,234	950	5,240	5,191
Cudahy Pkg. Co.	2,124	975	2,082	7,174
Morris & Co.	2,590	768	.....	3,631
Wilson & Co.	2,563	989	.....	7,123
Independent Pkg. Co.	3,061	1,139	2,598	7,151
Others	8,910	257	5,720	6,729
Total	21,882	5,058	23,763	36,999

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	7,712	10,088	4,234	.....
Cudahy Pkg. Co.	5,068	7,080	8,639	.....
Morris & Co.	1,371	6,558	.....	.....
Swift & Co.	2,676	178	2,126	.....
Others	6,271	5,957	5,344	.....
Eagle Pkg. Co.	9	.....	.....	.....
Co., 49 cattle; Gt. Omaha Pkg. Co., 67 cattle; Omaha Pkg. Co., 106 cattle; J. Roth & Sons, 83 cattle; So. Omaha Pkg. Co., 73 cattle; Lincoln Pkg. Co., 580 cattle; Nagle Pkg. Co., 128 cattle; Sinclair Pkg. Co., 213 cattle; Wilson & Co., 1,142 cattle.	.....	.....	.....	.....
Total	25,538	cattle and calves;	49,242	hogs;
23,333	sheep.	.....	.....	.....

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,861	2,604	10,497	2,624
Swift & Co.	2,267	1,741	9,609	2,010
Morris & Co.	1,234	788	.....	.....
Hunter Pkg. Co.	113	5,094	614	.....
Hell Pkg. Co.	.....	1,464	.....	.....
Krey Pkg. Co.	.....	3,085	.....	.....
Shippers	2,899	3,269	17,376	1,100
Others	2,382	322	6,057	593
Total	11,400	8,837	53,182	6,941
Not including 2,908 cattle, 4,353 calves, 45,830 hogs and 2,264 sheep bought direct.	.....	.....	.....	.....

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Sleloff Pkg. Co.	135	115	979	.....
Krey Pkg. Co.	72	.....	972	.....
Laclede Pkg. Co.	42	.....	402	.....
Hunter Pkg. Co.	7	.....	72	.....
Sokolik Pkg. Co.	.....	37	.....	14
Glaser Pkg. Co.	.....	21	.....	30
Shippers	.....	100	1,605	8
Others	300	94	251	1
Total	556	367	4,281	509

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,674	996	13,181	11,126
Armour and Co.	4,486	929	11,872	6,811
Others	2,080	23	1,876	5,831
Total	10,196	1,948	26,929	23,768

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,292	234	9,890	2,716
Armour and Co.	4,143	219	9,086	2,192
Swift & Co.	2,747	202	5,457	2,426
Shippers	3,887	3	10,828	.....
Others	221	19	22	.....
Total	14,290	677	35,262	7,334

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,387	405	2,977	1,004
Wilson & Co.	1,339	475	2,894	916
Others	164	35	497	.....
Total	2,890	1,005	6,338	1,920
Not including 118 cattle and 255 hogs bought direct.	.....	.....	.....	.....

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	946	161	3,618	11,354
Armour and Co.	845	189	3,321	11,635
Others	1,660	357	2,220	7,117
Total	3,551	707	9,159	30,086

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	853	759	3,468	3,979
Dold Pkg. Co.	583	192	2,472	115
Wichita D. B. Co.	18	.....	.....	.....
Dunn-Osterlag	85	.....	.....	.....
Fred W. Dold & Sons	100	.....	374	.....
Sundflower Pkg. Co.	80	.....	149	.....
Total	1,729	951	6,463	4,094
Not including 38 cattle and 2,791 hogs bought direct.	.....	.....	.....	.....

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,069	8,869	7,472	1,076
U. D. B. Co., N. Y.	51	.....	.....	.....
Omaha Pkg. Co., Chi.	143	.....	.....	.....
Bimbler & Co.	.....	.....	.....	.....
Harrison, N. J.	.....	.....	731	.....
Newton Pkg. Co.	.....	.....	.....	.....
Detroit	.....	.....	.....	.....
R. Gunz & Co.	70	8	181	.....
Armour and Co., Mil.	863	4,494	.....	.....
N.Y.D.M. Co., N.Y.	40	.....	.....	.....
Armour and Co., N.Y.	38	.....	.....	.....
Shippers	435	441	14	106
Others	321	17	104	.....
Total	4,022	13,709	8,502	1,182

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,965	4,724	6,638	1,880
Swift & Co.	417	1,938	.....	.....
United Pkg. Co.	2,152	6,967	11,208	3,916
Others	1,125	97	8,864	.....
Total	13,347	13,784	26,710	5,796

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	1,921	934	14,771	3,077
Armour and Co.	526	189	2,007	.....
Hilgendorf Bros.	10	.....	1,022	.....
Brown Bros.	128	33	147	.....
Stumpf Bros.	.....	.....	.....	.....
Meier Pkg. Co.	92	.....	.....	.....
Indiana Prov. Co.	22	.....	206	.....
Schussler Pkg. Co.	18	.....	283	2
Maass-Hartman Co.	17	6	.....	.....
Art Walburtz	.....	.....	.....	.....
Shippers	8	55	56	.....
Others	1,518	3,003	21,272	1,140
Total	520	83	120	65
Total	4,780	4,314	39,809	4,340

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	12	13	.....	123
Ideal Pkg. Co.	.....	.....	478	.....
E. Kahn's Sons Co.	2,071	448	7,009	700
Kroger G. & B. Co.	44	401	2,242	.....
J. Lorey Pkg. Co.	3	.....	240	.....
H. H. Meyer Pkg. Co.	15	.....	3,329	.....
A. Sander Pkg. Co.	5	.....	.....	.....
J. Schlechter's Sons	129	210	.....	.....
J. & F. Schroth Pkg.	13	.....	2,072	21
John F. Stegner Co.	337	262	.....	.....
Shippers	1,099	1,225	4,050	.....
Others	1,182	545	312	177
Total	3,020	3,104	20,641	1,116
Not including 2,232 cattle, 253 calves, 96 hogs and 1,029 sheep bought direct.	.....	.....	.....	.....

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended April 21, 1934, with comparisons:

CATTLE.

	Week ended, Apr. 21.	Prev. week, 1933.	Cor. week, 1933.
Chicago	29,938	38,222	36,267
Kansas City	21,882	19,526	18,299
Omaha	25,538	22,218	17,579
East St. Louis	11,400	11,367	11,175
St. Louis	556	544	544
St. Joseph	10,196	9,442	5,755
Southern City	14,290	9,963	10,468
Wichita	2,890	3,155	2,303
Denver	1,920	1,869	2,659
St. Paul	3,551	2,839	2,564
Milwaukee	13,347	11,604	10,737
Indianapolis	4,022	4,067	3,498
Cincinnati	4,780	4,541	4,635
Total	3,020	3,247	2,799
Total	158,087	143,588	127,845

HOGS.

	Week ended, Apr. 21.	Prev. week, 1933.	Cor. week, 1933.
Chicago	72,407	63,855	68,792
Kansas City	23,763	22,435	25,284
Omaha	49,242	40,555	50,646
East St. Louis	53,182	58,687	68,630
St. Louis	4,281	4,861	4,861
St. Joseph	26,929	22,539	19,883
Southern City	35,262	33,212	39,808
Wichita	6,338	6,445	15,241
Denver	6,463	7,160	9,672
St. Paul	9,159	8,430	5,637
Milwaukee	26,710	28,731	32,552
Indianapolis	8,502	9,983	8,629
Cincinnati	39,809	37,462	38,767
Total	20,641	20,194	22,799
Total	382,778	370,599	406,330

SHEEP.

	Week ended, Apr. 21.	Prev. week, 1933.	Cor. week, 1933.
Chicago	38,596	69,417	70,979
Kansas City	38,999	36,715	43,051
Omaha	23,353	28,192	29,281

	Cattle.	Calves.	Hogs.	Sheep.
East St. Louis	6,941	7,949	9,741	.....
St. Louis	569	332	.....	.....
St. Joseph	23,768	29,394	35,795	.....
Sioux City	7,334	12,439	10,685	.....
Oklahoma City	1,920	1,512	1,177	.....
Wichita	4,094	3,806	6,331	.....
Denver	30,086	43,723	44,566	.....
St. Paul	5,796	6,198	4,737	.....
Milwaukee	1,182	707	634	.....
Indianapolis	4,040	2,238	3,817	.....
Cincinnati	1,116	1,118	2,020	.....
Total	186,064	243,800	259,651	.....

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 16	14,787	2,117	30,136	8,747
Tues., April 17	8,260	3,441	22,140	6,607
Wed., April 18	12,279	2,299	18,844	6,007
Thurs., April 19	7,781	3,234	19,871	12,128
Fri., April 20	2,999	1,073	20,378	16,840
Sat., April 21	100	400	11,500	4,000
Total this week	46,215	12,564	122,869	54,653
Previous week	39,203	11,596	112,868	68,953
Year ago	38,007	9,843	116,320	75,197
Two years ago	35,939	13,562	123,307	78,405

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 16	4,592	150	2,139	3,789
Tues., April 17	2,040	60	2,042	2,300
Wed., April 18	3,614	60	1,024	11
Thurs., April 19	1,514	181	2,722	2,625
Fri., April 20	917	26	2,246	6,013
Sat., April 21	200	.....	.....	1,000
Total this week	12,877	483	10,173	15,738
Previous week	12,140	502	8,468	20,077
Year ago	11,989	271	6,591	21,679
Two years ago	8,858	374	17,893	15,512

Total receipts for month and year to April 21, with comparisons:

	1934.	1933.	1934.	1933.
Cattle	119,835	103,973	680,567	525,818
Calves	34,793	31,900	107,321	123,493
Hogs	334,243	328,826	2,281,036	1,996,015
Sheep	170,858	231,100	944,234	1,229,863

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Apr. 21.	\$ 6.50	\$ 3.85	\$ 4.50	\$ 9.45
Previous week	6.30	4.00	4.50	9.15
1933	4.85	3.70	2.25	5.30
1932	6.30	3.80	2.60	6.80
1931	7.75	7.05	3.00	9.15
1930	11.85	10.10	5.35	9.00
1929	13.75	11.40	9.15	17.10
Av. 1929-1933	\$ 8.90	\$ 7.20	\$ 4.45	\$ 9.45
SUBSIDY				

CHICAGO SECTION

J. H. Shoemaker, general manager of the Denver Union Stock Yards Co., was a Chicago visitor last week.

O. F. Benz, director of sales, Du Pont Cellophane Co., New York City, spent some time in Chicago this week.

C. A. Burmeister, marketing expert of the U. S. Bureau of Agricultural Economics, was in Chicago this week.

Samuel Stretch, the spice man, brightened the atmosphere of Chicago during the past week by his cheery presence.

C. Carr Sherman, president of the H. P. Smith Paper Company, has returned from a month's trip to the Pacific Coast.

John J. Dupps, jr., vice president, Cincinnati Butchers Supply Corporation, Cincinnati, O., was a Chicago visitor the past week.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 20,667 cattle, 6,439 calves, 63,677 hogs, 14,748 sheep.

H. J. Bickett, general manager for Wilson & Co. at Kansas City, was a visitor to Chicago last week. His friends are always glad to welcome "Hi" Bickett in his former stamping-grounds.

James Barr, well-known packing-house engineering expert, for many years with Armour and Company, has been added to the staff of the Cincinnati Butchers' Supply Corporation in the Chicago territory.

Provision shipments from Chicago for the week ended April 21, 1934, with comparisons, were as follows:

	Week ended April 21, 1934	Previous week, '33	Same week, '34
Cured meats, lbs.	15,638,000	12,047,000	16,331,000
Fresh meats, lbs.	43,246,000	38,077,000	38,724,000
Lard, lbs.	2,640,000	4,470,000	5,297,000

George Armstrong, of the Cudahy Packing Company, has been appointed chairman of the Committee on Purchasing Practice of the Institute of American Meat Packers, succeeding J. B. Rogers of Swift & Company, who had served for a number of years in this important capacity.

Packers attending committee meetings at the Institute of American Meat Packers during the past week included George Schmidt, president, Stahl-Meyer, Inc., Brooklyn, N. Y.; John W. Rath, president, Rath Packing Co., Waterloo, Ia.; E. C. Merritt, traffic manager, Kingan & Co., Indianapolis, Ind.

Hess-Stephenson Co., brokers in packing-house products, 327 S. La Salle st., Chicago, announce the addition to their organization of Edward Hess, jr., effective May 1. Mr. Hess was formerly livestock buyer for Armour and Company, and is a grandnephew of Nelson Morris, founder of Morris & Co.

BUTTER SURPLUS DECREASED.

Federal butter purchases distributed to April 1 in relief channels make up 70 per cent of the increased movement of butter into storage in 1933 over the movement into storage during 1932, according to an announcement made by the FSRC and the AAA. This indicates the major part played in offsetting unusually heavy storage by butter purchases and removal for relief purposes.

With the first buying and distribution for relief purposes by the federal government almost completed, the storage holding of butter in the country on April 1, 1934, amounted to 15,353,000 pounds, which is only 863,000 pounds over the five-year average. Lower production during the first three months of 1934, resulting in greater withdrawals from accumulated stocks, is an important factor in the current situation. For January and February together the decline in production of butter represented equivalent of 32,000,000 pounds under the same months last year.

VIKING PRICE REDUCTION.

Announcement is made by The Visking Corporation in this issue of its eleventh consecutive voluntary price reduction. It must be pleasant to sausage makers throughout the country in this day of rising price of everything, to find one item of importance in their costs which has regularly and consistently gone down in price—not because of depressions or distress, but because of improved methods and increased volume.

"Since 1926, through boom or panic," says vice-president Howard R. Medici, "The Visking Corporation has quietly gone about its business of perfecting its product, developing its machinery and markets and consolidating its patent position, at the same time keeping its original promise to its customers by passing savings thus effected on to them in the form of reduced prices. Some of the more recent converts to Viskings may not realize that most Visking prices are now only about 25 per cent of what they were originally, and that the price reduction program has been so scrupulously kept in the past that the end is apparently not yet in sight if volume continues to increase.

"Contracts have just been let for the third enlargement of the plant which The Visking Corporation bought in 1932. Capacity will be increased about 30 per cent. The Visking factory is and always has been on a twenty-four hour seven-day week basis. It never closes or shuts down."

TEST YOUR PORK SCALES.

How often do you test the scales in your pork department? Read "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."

WHOLESALE PRICES HIGHER.

Wholesale prices of foods during March showed an advance of slightly less than 1 per cent over those of the previous month, according to the U. S. Bureau of Labor Statistics. The index for the food group was reported to be 23 per cent above that for March, 1933, the rise resulting from increases in the price of butter, hominy grits, macaroni, meats, coffee, lard, peanut butter and tallow.

Meat prices showed an index of 56.5 during the month against 53.3 in February and 50.5 in March, 1933. The largest increase registered by any of the more important single items was that for fresh pork, which rose 12 per cent. The index of butter, cheese and milk prices was 68.9 against 69.1 in February and 50.9 in March a year ago. Cereal products enjoyed the highest price index in the list, standing for the month at 85.3 against 85.7 in February and 62.7 in March, 1933.

Hide and skin prices showed a decline to an index of 73.4 per cent against 78.0 in February and 41.4 in March, 1933.

PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, April 25, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, April 18, 1934:

	Sales, High. Low.	—Close—
	Week ended April 25, 1934	April 18, 1934
Amal. Leather.	800 5% 5%	5% 5%
Do. Pfd.	400 38 38	38 40 1/2
Amer. H. & L.	400 9 9	9 9 1/2
Do. Pfd.	800 40 40	40 39 1/2
Amer. Stores.	1,200 42 42	42 41
Armour A.	37,500 9 9	9 7 1/2
Do. B.	11,900 3 3	3 3 1/2
Do. Ill. Pfd.	27,300 71 71	71 72 1/2
Do. Del. Pfd.	5,200 92 92	92 91
Beecham Pack.	600 66 66	66 66 1/2
Bohach H. C.	50 14 1/4	14 14 1/4
Do. Pfd.	100 10 10	10 10
Brennan Pack.	100 10 10	10 10
Do. Pfd.	100 10 10	10 10
Chick. Co. Oil.	500 28 1/2 28 1/2	28 1/2 28 1/2
Childs Co.	1,200 10 10	10 10 1/2
Cudahy Pack.	2,000 47 47	47 47 1/2
First Nat. Strs.	1,300 67 67	67 65 1/2
Gen. Foods	16,200 36 35 1/2	35 1/2 34 1/2
Gobel Co.	4,800 8 8 1/2	8 1/2 8 1/2
Gr. A. & P. Ist Pfd.	100 144 144	144 143 1/2
Do. New	150 146 146	146 144 1/2
Hornel, G. A.	100 14 14	14 14 1/2
Hygrade Food.	800 5 5	5 5 1/2
Kroger G. & B. 11.000	33 1/2 32 1/2	32 1/2 32 1/2
Libby McNeill.	7,200 6 1/2 6 1/2	6 1/2 6 1/2
McMarr Stores.	100 5 5	5 5 1/2
Mayer, Oscar.	100 1 1	1 1 1/2
Mickelberry Co.	2,700 1 1 1/2	1 1 1/2 1 1/2
M. & H. Pfd.	100 9 1/4 9 1/4	9 1/4 9 1/4
Morrell & Co.	800 40 40	40 40 1/2
Nat. P. P. A.	100 1 1	1 1 1/2
Do. B.	700 1 1 1/2	1 1 1/2 1 1/2
Nat. Leather	700 17 17 1/2	17 17 1/2
Nat. Tea	3,300 17 17 1/2	17 17 1/2
Proc. & Gamb.	6,600 37 36 1/2	36 1/2 35 1/2
Do. Pr. Pfd.	90 107 1/2 107 1/2	107 1/2 107 1/2
Rath Pack.	100 104 104	104 104 1/2
Safeway Strs.	4,400 55 55 1/2	55 55 1/2
Do. 6% Pfd.	470 104 104 1/2	104 104 1/2
Do. 7% Pfd.	290 111 110 1/2	111 110 1/2
Stahl Meyer	100 15 15	15 15 1/2
Swift & Co.	19,850 18 17 1/2	17 1/2 17 1/2
Do. Intl.	19,900 31 1/2 30 1/2	30 1/2 30 1/2
Trumg Pork	700 24 24	24 24 1/2
U. S. Cold Stor.	100 33 1/2 33 1/2	33 1/2 33 1/2
U. S. Leather.	1,400 9 1/4 9 1/4	9 1/4 9 1/4
Do. A.	1,000 16 1/2 16 1/2	16 1/2 16 1/2
Do. Pr. Pfd.	700 24 24	24 24 1/2
Wesson Oil	700 50 50	50 50 1/2
Do. Pfd.	700 50 50	50 50 1/2
Wilson & Co.	2,100 7 1/2 7 1/2	7 1/2 7 1/2
Do. A.	10,500 23 1/2 22 1/2	22 1/2 22 1/2
Do. Pfd.	3,400 77 1/2 77 1/2	77 1/2 77 1/2

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DR. HOUCK PASSES ON.

Dr. U. G. Houck, associate chief of the Bureau of Animal Industry, U. S. Department of Agriculture, died at his home in Washington, D. C., on April 24, after a brief illness. He was 68 years of age.

A classmate and for many years a valued associate of Dr. John R. Mohler, chief of the Bureau, Dr. Houck's immediate activities were in connection with hog cholera control. He received his veterinary degree from the University of Pennsylvania in 1895 and soon after was appointed an assistant meat inspector with headquarters at Chicago. Later he was transferred to Sioux City, Iowa, and then made inspector at Boston. For the past 16 years he has been located in Washington.

Dr. Houck was a pioneer in the organization of the enlarged meat-inspection service under the 1906 law. During the 1924 outbreak of foot-and-mouth disease in California, he was in charge of the federal and state forces which eradicated the malady. Shortly after the Bureau completed its fortieth year of existence in 1924, he compiled a historical sketch of its accomplish-

ments. The book is generally appraised as the best composite record of the Bureau of Animal Industry's service to the livestock industry. His thorough knowledge of veterinary science and livestock conditions and his administrative ability were widely recognized.

Funeral services were held at his home in Washington, with interment in Scranton, Pa., on April 27.

SLAUGHTER CAMPAIGN FRAUD.

Two men have been found guilty of a charge of conspiracy to defraud the government in connection with the emergency pig and sow slaughter campaign carried on by the Department of Agriculture last fall. A fine of \$5,000 each and six months in jail has been imposed by the federal court at Sioux Falls, S. Dak.

The men, J. H. Bennett of Aberdeen, S. Dak., and Frank King of St. Paul, Minn., together with three other men, were indicted by the federal grand jury at Aberdeen last fall. In the indictment it was charged that Bennett and King entered into an agreement to obtain fraudulently from the Department of

Agriculture the premium payments then being paid for pigs, through the sale of animals purchased by them from producers in South Dakota and, that in order to accomplish this, they shipped the pigs so acquired by them to marketing centers under the names of the farmers from whom the pigs were originally purchased. It was charged that this transaction deprived producers from receiving the full equivalent of the bonus which was paid by the government during the buying operations.

Jail sentences imposed on the two men have been suspended on condition that the fines be paid, in which event the defendants will be placed on probation for six months, in the custody of the government probation officer for that district.

Similar fraud cases now are pending in other federal courts in the United States, the department states.

FINANCIAL NOTES.

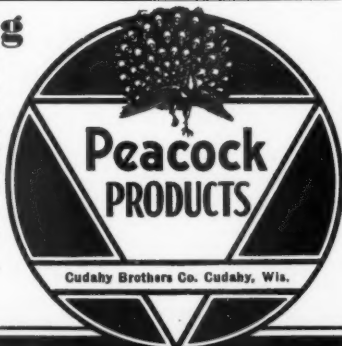
Report of General Foods Corporation for the three months ended March 31 shows net profits of \$3,679,650 after all charges and provision for taxes, according to president C. M. Chester.

For Slicing

Search no further if you want a high quality dried beef that makes full, even slices. Peacock Dried Beef is manufactured and trimmed with the slicer's problem in mind. Write for prices.

Cudahy Brothers Co.

Cudahy, Wis.



Peacock Dried Beef

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in
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**Jamison
& Stevenson**
Cold Storage Doors

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

FUTURE PRICES.

SATURDAY, APRIL 21, 1934.				
	Open.	High.	Low.	Close.
LARD—				
May (Old)	5.42½	5.45	5.42½	5.45b
May	5.97½	6.02½	5.97½	6.02½b
July	6.07½	6.10	6.05	6.10
Sept.	6.27½	6.30	6.27½	6.30b
CLEAR BELLIES—				
May (Old)	7.02½			7.02½
May	7.65			7.65
July	7.95			7.95
Sept.	8.20			8.20

MONDAY, APRIL 23, 1934.				
LARD—				
May (Old)	5.35	5.37½	5.35	5.35ax
May	5.92½	5.92½	5.87½	5.87½
July	6.00	6.00	5.97½	5.97½
Sept.	6.20-17½	6.20	6.17½	6.17½ax
CLEAR BELLIES—				
May (Old)	6.95			6.95
May	7.60	7.60	7.57½	7.57½
July	7.90			7.90
Sept.	8.15			8.15

TUESDAY, APRIL 24, 1934.				
LARD—				
May (Old)	5.27½	5.30	5.25	5.25
May	5.82½	5.87½	5.77½	5.82½
July	5.95	5.95	5.90	5.90b
Sept.	6.17½	6.17½	6.07½	6.12½ax
CLEAR BELLIES—				
May (Old)	7.07½			7.07½
May	7.65	7.65	7.55	7.55ax
July	8.15	8.15	8.12½	8.12½ax
Sept.				

WEDNESDAY, APRIL 25, 1934.				
LARD—				
May (Old)	5.25	5.25	5.17½	5.22½b
May	5.80-75	5.80	5.70	5.72½b
Sept.	5.90-82½	5.90	5.80	5.85b
Oct.	6.10	6.10	6.00	6.07½ax
Dec.	6.25	6.25	6.15ax	6.27½
CLEAR BELLIES—				
May (Old)				6.95n
May				7.55b
July				7.87½n
Sept.	8.12½			8.12½

THURSDAY, APRIL 26, 1934.				
LARD—				
May (Old)	5.20	5.20	5.15	5.20ax
May	5.72½	5.72½	5.70	5.72½b
July	5.85	5.85	5.82½	5.85b
Sept.	6.05	6.07½	6.00	6.07½ax
Oct.	6.15		6.15	
Dec.	6.25	6.27½	6.25	6.27½b
CLEAR BELLIES—				
May (Old)	6.90			6.90
May	7.57½	7.57½	7.55	7.55ax
July	7.87½	7.87½	7.85	7.85
Sept.	8.10			8.10

FRIDAY, APRIL 27, 1934.				
LARD—				
May (Old)	5.07½	5.07½	5.05	5.07½
May	5.67½-65	5.67½	5.62½	5.62½b
July	5.80			5.80b
Sept.	6.02½			6.02½ax
Oct.				6.12½b
Dec.	6.25			6.25
CLEAR BELLIES—				
May (Old)				6.90n
May	7.50			7.50b
July	7.87½			7.87½ax
Sept.	8.10			8.10

Key: ax, asked; b, bid; n, nom; —, split.

CASH PRICES.

Based on actual carlot trading Thursday, April 20, 1934.

REGULAR HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
8-10	12	10½	11½
10-12	12	10½	11½
12-14	12	10½	11½
14-16	12	10½	11½
10-16 range	12		

BOILING HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
16-18	12½	11	11½
18-20	12½	11	11½
20-22	12½	11	11½
16-22 range	12½		

SKINNED HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
10-12	12½	11½	12½
12-14	12½	11½	12½
14-16	12½	11½	12½
16-18	12½	11½	12½
18-20	12½	10½	10½
20-22	11	9½	10½
22-24	10½	9	
24-26	10	8½	
26-30	9½	8½	
30-35	9½	7½	

PICNIO.

	Green Standard.	Sweet Pickled Standard.	Sh. Shank.
4-6	7½	7½	8
6-8	7½	7½	7½
8-10	7½	7½	7½
10-12	7½	7½	7½
12-14	7½	7½	8

BELLIES.

	Green Sq. Sols.	S. P. Dry Cured.
6-8	12	11½
8-10	11	11
10-12	11½	10½
12-14	10	9½
14-16	9½	9½
16-18	9½	9½

*D. S. BELLIES.

	Standard.	Clear.	Fancy.	Rib.
14-16	7½			
16-18	7½			
18-20	7½			
20-25	7½			
25-30	7½			
30-35	7½			
35-40	7½			
40-50	7½			
50-60	6½			

*New but fully cured.

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	4½	4½
10-12	5	5½
12-14	6	6½
14-16	7	7½
16-18	7½	7½
18-20	7½	7½
20-25	7½	8

OTHER D. S. MEATS.

Extra Short Clears	35-45	7½n
Extra Short Ribs	35-45	7½n
Regular Plates		6-8
Clear Plates		4-6
Jowl Butts		4
Green Square Jowls		4½
Green Rough Jowls		4½

Prime Steam, cash	5.72½
Prime Steam, loose	5.40ax
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	7.12½
Raw leaf	5.37½

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	18½	10½
Cinnamon	18	17
Cloves	13½	18
Coriander	7	8½
Ginger		10
Mace, Banda	62	64
Nutmeg		18
Pepper, black	13	18½
Pepper, Cayenne		21
Pepper, red		16
Pepper, white	18	30

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended April 21, 1934:

PORK.

	Week ended Apr. 21, 1934, bbls.	Week ended Apr. 22, 1933, bbls.	From Nov. 1, 1933, to Apr. 21, 1934, bbls.
Total	392	392	1,944
To United Kingdom			1,090
Continent			546
West Indies			392

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	4,440	1,160	75,574
To United Kingdom	4,372	1,050	68,570
Continent	8	33	5,100
West Indies		3	150
Other countries	60	80	1,745

LARD.

	M lbs.	M lbs.	M lbs.
Total	4,879	6,294	192,736
To United Kingdom	4,275	1,995	129,065
Continent	562	3,706	57,292
Sth. and Ctl. America	38		3,881
West Indies		533	2,635
Other countries	4		13

TOTAL EXPORTS BY PORTS.

From	Pork, Bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	981	950	
Boston		15	
Baltimore		328	
Norfolk		434	
New Orleans		38	
Newport News		75	
St. John, N. B. West	2,492	2,106	
Halifax	961	475	
Total week	4,440	4,879	
Previous week	50	3,557	9,490
2 weeks ago		3,785	6,876
Cor. week, 1933	392	1,160	6,294

SUMMARY OF EXPORTS FROM NOVEMBER 1, 1933, TO APRIL 21, 1934.

	1933 to 1934.	1933 to 1934.	Increase.	Decrease.
Pork, M lbs.	388	1,005		616
Bacon and Hams, M lbs.	75,567	40,442	35,124	
Lard, M lbs.	192,795	247,806		55,011

CURING MATERIALS.

	Cwt.	Sacks.
Nitrite of soda, per 100 lbs. (1 to 4 bbl. delivered.)	\$9.08	
(5 or more bbls. per 100 lbs. delivered)	8.98	
Salt, 1 to 4 bbls. f.o.b. N. Y.		5.90
Dbl. refined granulated	6.12½	5.90
Small crystals	7.12½	6.90
Medium crystals	7.50	7.25
Large crystals	7.87½	7.65
Dbl. refd. gran. nitrate of soda	3%	3.25
Salt, per ton, in carlots, f.o.b. Chicago:		
Granulated, air dried		\$2.60
Medium, air dried		8.10
Rock, carlots, per ton, f.o.b. Chicago		10.60
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans		@2.80
Second sugar, 90 basis		none
Standard gran. f.o.b. refiners (2%)		@4.30
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		@3.60
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		@3.80

ANIMAL OILS.

Prime edible lard oil	9½
Prime inedible	@ 8½
Headlight	@ 8½
Prime winterstrained	@ 8½
Extra winterstrained	@ 8½
Extra lard oil	@ 7½
Extra No. 1 lard oil	@ 7½
No. 1 lard oil	@ 7½
No. 2 lard oil	@ 7½
Acidless tallow oil	@ 7½
20° neatfoot oil	@ 10½
Pure neatfoot oil	@ 12½
Standard neatfoot oil	@ 12½
Extra neatfoot oil	@ 12½
No. 1 neatfoot oil	@ 12½

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.45	@1.45
Oak pork barrels, black iron hoops	1.35	@1.35
Ash pork barrels, galv. iron hoops	1.62½	@1.62½
Oak pork barrels, galv. iron hoops	1.42½	@1.42½
White oak ham tierces	2.30	@2.30
Red oak lard tierces	2.12½	@2.12½
White oak lard tierces	2.22½	@2.22½

PURE VINEGARS

A. P. CALLAHAN & COMPANY

207 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers—	Week ended April 25, 1934.	Cor. week, 1933.
400-600.....	12½@13	11¼@11½
600-800.....	11½@12	11@11½
800-1000.....	10½@11	8½@9½
Good native steers—		
400-600.....	10½@11½	9½@10½
600-800.....	10@11	8½@9½
800-1000.....	9½@10	7½@8
Medium steers—		
400-600.....	9½@10	8½@9
600-800.....	9¼@10	8@8½
800-1000.....	9¼@10	7¼@7½
Heifers, good, 400-600.....	10@11	8½@10
Cows, 400-600.....	9½@10	5½@6½
Hind quarters, choice.....	10@11	15
Fore quarters, choice.....	10@11	8½

Beef Cuts.

Steer loins, prime.....	25	18
Steer loins, No. 1.....	24	16
Steer loins, No. 2.....	23	15
Steer short loins, prime.....	33	22
Steer short loins, No. 1.....	32	21
Steer short loins, No. 2.....	30	19
Steer loin ends (hps).....	16	13
Steer loin ends, No. 2.....	16	13
Cow loins.....	14	9½
Cow loin ends (hps).....	15	10
Steer ribs, prime.....	18	13
Steer ribs, No. 1.....	16	12
Steer ribs, No. 2.....	15	11
Cow ribs, No. 2.....	10	7
Steer rounds, prime.....	14	9
Steer rounds, No. 1.....	12½	8½
Steer rounds, No. 2.....	12	8
Steer chuck, No. 1.....	8½	6½
Steer chuck, No. 2.....	8	6
Cow rounds.....	9½	7½
Cow chuck.....	7	5
Steer plates.....	6	4
Medium plates.....	6	4
Briskets, No. 1.....	9½	7
Steer navel ends.....	4	3
Cow navel ends.....	4	3½
Fore shanks.....	5	4
Hind shanks.....	5	4
Strip loins, No. 2.....	30	20
Strip loins, No. 1.....	30	20
Sirloin butts, No. 1.....	21	17
Sirloin butts, No. 2.....	21	17
Beef tenderloins, No. 1.....	35	25
Beef tenderloins, No. 2.....	40	30
Rump butts.....	14	10
Flank steaks.....	14	10
Shoulder clods.....	9½	7
Hanging tenderloins.....	7	5½
Knuckles, green, 6@8 lbs.....	10	7
Knuckles, green, 5@6 lbs.....	9½	6½

Beef Products.

Brains (per lb.).....	7	5
Heart.....	4	3
Tongues.....	16	14
Sweetbreads.....	19	15
Ox-tail, per lb.....	7	5
Fresh tripe, plain.....	4	3
Fresh tripe, H. C.....	5	4
Livers.....	14	10
Kidneys, per lb.....	8	6

Veal.

Good carcass.....	10	8
Good carcasses.....	9	7
Good saddles.....	10	8
Good racks.....	6	5
Medium racks.....	4	3

Veal Products.

Brains, each.....	8	6
Sweetbreads.....	38	25
Calf livers.....	38	30

Lamb.

Choice lambs.....	19	13
Medium lambs.....	17	11
Choice saddles.....	22	15
Medium saddles.....	20	13
Choice fores.....	16	10
Medium fores.....	14	8
Lamb fries, per lb.....	25	18
Lamb tongues, per lb.....	12	9
Lamb kidneys, per lb.....	25	15

Mutton.

Heavy sheep.....	8	5
Light sheep.....	11	7
Heavy saddles.....	10	7
Light saddles.....	14	12
Light fores.....	6	3
Mutton legs.....	12	8
Mutton loins.....	10	8
Mutton stew.....	10	4
Sheep tongues, per lb.....	12	10
Sheep heads, each.....	10	8

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.....	14	9
Picnic shoulders.....	9	6
Skinned shoulders.....	9½	6½
Tenderloins.....	28	20
Spare ribs.....	8	4½
Back fat.....	7½	6
Boston butts.....	11½	8
Boneless butts, cellar trim.....	16	11
Hocks.....	7	4½
Tails.....	7	3
Neck bones.....	2	1½
Slip bones.....	6	4
Blade bones.....	7	5
Kidneys, per lb.....	7	5
Livers.....	7	4
Brains.....	5	6½
Ears.....	4	3
Snouts.....	3	3
Heads.....	5	4

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	21½	16
Country style sausage, fresh in links.....	16½	12
Country style sausage, fresh in bulk.....	13	10
Country style sausage, smoked.....	17	13
Frankfurts in sheep casings.....	17	13
Frankfurts in hog casings.....	15	11
Bologna in beef bungs, choice.....	14	10
Bologna in beef middles, choice.....	13½	10
Liver sausage in beef rounds.....	13½	10
Smoked liver sausage in hog bungs.....	17	13
Liver sausage in hog bungs.....	15	11
Head cheese.....	17	13
New England luncheon specialty.....	19	15
Mince luncheon specialty, choice.....	16½	12
Tongue sausage.....	22	17
Blood sausage.....	17	13
Souse.....	17	13
Polish sausage.....	15½	11

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	35	25
Thuringer cervelat.....	16½	12
Farmer.....	6	4
Holsteiner.....	23	17
B. C. salami, choice.....	23	17
Milano salami, choice, in hog bungs.....	33	23
B. C. salami, new condition.....	17½	13
Prisces, choice, in hog middles.....	24	18
Genoa style salami.....	26	20
Pepperoni.....	27	21
Mortadella, new condition.....	27	21
Capicola.....	25	19
Italian style hams.....	26	20
Virginia hams.....	26	20

SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.....	6	4½
Special lean pork trimmings.....	10½	7½
Extra lean pork trimmings.....	12	9
Pork cheek meat.....	6	4½
Pork hearts.....	4½	3½
Pork livers.....	5	3½
Native boneless bull meat (heavy).....	7	5
Boneless chucks.....	7	5
Shank meat.....	6	4
Beef trimmings.....	6	4
Beef cheeks (trimmed).....	4½	3½
Dressed canners, 350 lbs. and up.....	5½	4½
Dressed cutter cova, 400 lbs. and up.....	5½	4½
Dr. bologna bulls, 600 lbs. and up.....	5½	4½
Beef tripe.....	2½	1½
Pork tongues, canner trim, S. P.....	17½	13

SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)		
Beef casings:		
Domestic rounds, 180 pack.....	34	24
Domestic rounds, 140 pack.....	48	34
Export rounds, wide.....	56	40
Export rounds, medium.....	43	31
Export rounds, narrow.....	53	38
No. 1 weasands.....	65	46
No. 2 weasands.....	65	46
No. 1 bungs.....	16@18	11@12
No. 2 bungs.....	11@12	8@9
Middles, regular.....	110	78
Middles, select wide, 2@2½ in. diam.....	160	110
Middles, select, extra wide, 2½ in. and over.....	210	150
Dried bladders:		
12-15 in. wide, flat.....	110	78
10-12 in. wide, flat.....	80	58
8-10 in. wide, flat.....	80	58
6-8 in. wide, flat.....	30@55	21@38
Hog casings:		
Narrow, per 100 yds.....	210	150
Narrow, special, per 100 yds.....	160	110
Medium, regular.....	140	100
Wide, per 100 yds.....	135	95
Extra wide, per 100 yds.....	170	120
Export bungs.....	24	17
Large prime bungs.....	20	14
Medium prime bungs.....	13	9
Small prime bungs.....	8	6
Middles, per set.....	16	11
Stomachs.....	8	6

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.....	\$5.25	
Large tins, 1 to crate.....	5.75	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....	6.25	
Large tins, 1 to crate.....	7.00	
Smoked link sausage in hog casings—		
Small tins, 2 to crate.....	5.50	
Large tins, 1 to crate.....	6.25	

DRY SALT MEATS.

Clear bellies, 18@20 lbs.....	7½	
Clear bellies, 14@16 lbs.....	7½	
Rib bellies, 25@30 lbs.....	7½	
Fat backs, 10@12 lbs.....	5½	
Fat backs, 14@16 lbs.....	7½	
Regular plates.....	5	
Butts.....	4	

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	13	14
Fancy reg. hams, 14@16 lbs.....	14	15
Standard reg. hams, 14@16 lbs.....	12½	13½
Picnics, 4@8 lbs., short shank.....	9	10½
Picnics, 4@8 lbs., long shank.....	8½	9½
Fancy bacon, 6@8 lbs.....	17	18
Standard bacon, 6@8 lbs.....	12½	14½
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.....	22	
Outsides, 5@9 lbs.....	18	
Knuckles, 5@9 lbs.....	19	
Cooked hams, choice, skin on, fattened.....	23	
Cooked hams, choice, skinless, fattened.....	24	
Cooked picnics, skin on, fattened.....	18	
Cooked picnics, skinned, fattened.....	19	
Cooked loin roll, smoked.....	23	

BARRELED PORK AND BEEF.

Mess pork regular.....	19.00	
Family back pork, 24 to 34 pieces.....	20.00	
Family back pork, 35 to 45 pieces.....	19.00	
Clear back pork, 40 to 50 pieces.....	18.50	
Clear plate pork, 25 to 35 pieces.....	17.00	
Brisket pork.....	17.00	
Bean pork.....	14.50	
Plate beef.....	11.00	
Extra plate beef, 200 lb. bbls.....	21.50	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$12.00	
Honey comb tripe, 200-lb. bbl.....	15.00	
Pocket honeycomb tripe, 200-lb. bbl.....	17.00	
Pork feet, 200-lb. bbl.....	13.25	
Pork tongues, 200-lb. bbl.....	33.00	
Lamb tongues, short cut, 200 lb. bbl.....	35.00	

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	8½	
Nut, 1-lb. cartons, f.o.b. Chicago.....	8	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	10	

LARD.

Prime steam, cash, Bd. Trade.....	\$5.85	
Prime steam, loose, Bd. Trade.....	5.75	
Refined lard, tierces, f.o.b. Chicago.....	6½	7½
Kettle rendered, tierces, f.o.b. Chgo.....	7½	8½
Leaf, kettle rendered, tierces, f.o.b. Chicago.....	7½	8½
Neutral, in tierces, f.o.b. Chicago.....	7½	8½
Compound, vegetable, tierces, c.a.f. f.o.b. Chicago.....	7½	8½

OLEO OIL AND STEARINE.

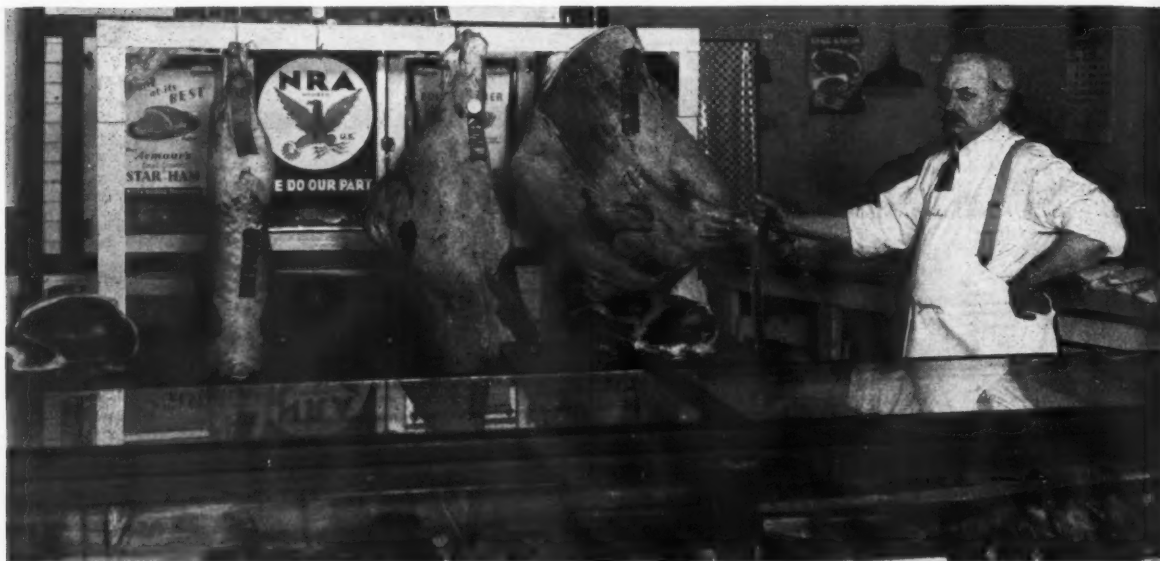
Extra oleo oil.....	5½	
Prime No. 1 oleo oil.....	5½	
Prime No. 2 oleo oil.....	4½	
Prime No. 3 oleo oil.....	4	
Prime oleo stearine, edible.....	5	

TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre.....	4	4½
Prime packers' tallow.....	3½	3¾
No. 1 tallow, 10% f.f.a.....	3½	3¾
No. 2 tallow, 40% f.f.a.....	2½	3
Choice white grease.....	3½	3¾
A-white grease.....	3½	3¾
B-white grease, maximum 5% acid.....	3½	3¾
Yellow grease, 10@15%.....	3	3½
Brown grease, 40% f.f.a.....	2½	3
Crude cottonseed oil in tanks, f.o.b. Valley points, prompt.....	4	4½
White, deodorized, in bbls., f.o.b. Chgo.....	6½	7
Yellow, deodorized.....	6½	7
Soap stock, 50% f.f.a., f.o.b. Chgo.....	4	4½
Corn oil, in tanks, f.o.b. mills.....	5½	6
Soya bean oil, f.o.b. mills.....	2½	2¾
Coconut oil, seller's tanks, f.o.b. coast.....	2½	2¾
Refined in bbls., f.o.b. Chicago.....	5	

RETAIL SECTION



READY FOR CUTTING DEMONSTRATION.

This is a photograph of Max Noack in his market at Boulder, Colo. He is ready to begin his demonstration for the housewives of Boulder. On the hooks are the carcasses of prize beef and lamb which he used in his most recent demonstration.

“THE more a housewife knows about meat, the easier it is to sell her good meat and plenty of it at a profit-making price,” says Max Noack, progressive butcher who operates a shop under his own name in Boulder, Colo.

Teaching the Housewife About Meat Paid One Retailer

By LUCIUS S. FLINT

Acting on this fact, Noack has once each year for the last five years, given a meat cutting demonstration designed to educate Boulder women in what the different cuts of meat are and how they should be cooked and served. The plan originated when he was selected by the home economics teachers at Colorado University to give a demonstration before their classes. So much interest was aroused he decided to give the general public the benefit of the same type of instruction.

Builds Public Confidence.

“A thing of this sort simply can't be duplicated from an advertising standpoint,” continues Noack. “I believe the demonstrations have brought us more business than almost any other one thing. I feel that the only way a small operator can ever hope to build a permanent business is to sell real quality and get a legitimate price for it. The demonstrations help accomplish this by building public confidence. There is no question but what the woman who knows nothing about meat is the hardest one with which to deal,

and the only way she has of learning is through her butcher.”

The most recent demonstration, held Jan. 23, attracted a crowd of better than 125 people. This filled the store to capacity and numbers more had to be turned away. Also Noack's salesmanship was evidenced by the fact that he had sold practically all the meat

used in the demonstration before the crowd dispersed. The demonstrations are announced in small newspaper advertisements and are given favorable publicity in the local paper.

They consist of cutting up a whole prize beef and a lamb, showing every roast, steak and chop in them, and telling what each is good for and how to prepare and serve it. Cooking instructions are given in detail, and women are allowed time enough to write them down if they so desire. The public demonstration takes about two hours. The school demonstrations — separate ones are held for the students every year—require around three, a little more time being allowed for fundamentals with which most housewives are familiar.

Trend of Demonstration.

The demonstration is divided into three parts—preparation, cooking and serving. What should be done to the meat before it is put on the fire? How hot should the fire be? How long should the meat cook? What should be served with it?—This covers both the proper sauces and what other foods work into the best combinations. How should it be served? These are the general questions which Noack answers in careful detail during the demonstration.

NOACK'S MARKET McDONALD GROCERY

Phone 188 — Free Delivery — 1914 12th
“Known To Be Dependable”

MEAT CUTTING DEMONSTRATION

Tuesday, January 23rd at 2 p. m.

We will cut up one whole Prize Beef and Lamb, showing every steak, roast and chop.

FREE:—Full size sample of Noack's Quality Home-made Sausage to those attending.

It will be worth your while to attend this demonstration.

TELLING THE PUBLIC.

This is one of the advertisements appearing in the local newspaper just prior to the demonstration.

Some of the points given particular stress in the most recent demonstration provide an idea of the method.

Swiss Steak.—First, Noack showed the women what part of the beef the best Swiss steaks come from. Cutting one off, he held it up and explained that any Swiss steak should be from one to one and one-half inches thick. He stressed the fact that the beef must be first-grade or the meat will be dry after the flour is pounded in. He next described the amount of flour to be used and told how it should be pounded in. He suggested further that the whole top of the steak be covered with one or two slices of fresh suet to keep in the juice and maintain the flavor. If onion is used, he believes it should be placed in a sack so there is no necessity for serving it. Suet, he pointed out, gives an even better flavor than butter, and will not burn.

Flank Steak.—Noack brought out flank steak may either be cut in individual squares and fried with suet, or stuffed with dressing in much the same way as a fowl. In the latter case, the dressing is put in a pocket cut in one end. He advises that little or no sage be used in the dressing, if a crumb dressing is used. Pork sausage is recommended as the best dressing. The steak should be covered with strips of bacon and cooked in the oven. This eliminates basting and danger of top burning before the meat is cooked through.

Stew Meat.—In connection with stew meat, Noack stressed the fact that the meat should be cut up small and all bones taken out. Also, that the amount to use should be figured by so much weight per person. Brown flour and parsley for serving completed the suggested dish. Noack declared that beef, veal and lamb are all equally good for stew.

Roasts.—In explaining the difference between pot and oven roasts, he showed that the oven roast is larger and hence has a better flavor, even to the soup. The oven roast should be baked in the oven with a slow fire. An oven roast should be served in slices, and the pot roast served in chunks.

Each point was brought out in careful detail with plenty of reason for each statement.

Two o'clock in the afternoon was found to be the best time for the demonstrations. It is easier for most housewives to get downtown in the afternoon, and by starting the demonstration at 2, the women get out in time to do their shopping before supper. Most of them don't need to buy meat afterward, for they buy choice cuts during the demonstration.

Using Good Meat Important.

"Probably the most important thing in making the demonstrations successful is to use nothing but the highest grade meat," says Noack. "In the first place, it is impossible to get the proper cuts with anything else. Second, appearance is an important requisite. Third, since most of the demonstration

cuts are sold at the time, it would be mighty poor advertising to use anything but the best. We use nothing but blue ribbon stock, and we have a collection of ribbons posted in the market to prove it."

All women in attendance at a demonstration are given samples of sausage, in which nothing but salt and pepper are used as seasoning. Noack was in the sausage business for many years and found that this combination yields the best flavor. Incidentally, he is also an expert cook. He considered a knowledge of cooking necessary to success in the meat business and took instruction in it years ago.

RETAIL MEAT EDUCATION.

That part of the educational program of the National Livestock and Meat Board directed to the retail trade set a new high record of accomplishment during the first three months of 1934, according to a report just issued by the board. Demonstrations of modern cutting methods for beef, pork and lamb; helpful information on cost and selling prices, displays and cutting tests; and lectures emphasizing the food value of meat and its proper use as the center of the diet, are some of the high lights of this program.

In the three months' period 241 meetings were held in 50 cities of 19 states and these were attended by 115,439 persons. The enthusiasm with which the program was received is a striking in-

dication of the interest of all groups in the subject of meat, in the opinion of the Board.

Retail meat dealers state that the practicability of the ideas presented is evidenced by the response of their customers to the modern cuts. Homemakers—50,000 of whom witnessed the demonstrations in this period—state that the information assists them greatly in their meat buying, and makes possible a wider variety of appetizing meat dishes.

Chefs and stewards assert that the modern meat cuts provide a wider range of meat dishes in hotel and restaurant menus. Nurses, dietitians, and home economics teachers have expressed unusual interest in the program, especially in the facts as to the food value of meat.

During the three months, short courses for retail meat dealers were held at Iowa State College, the University of Minnesota and Oklahoma A. & M. College. Leading men of the trade in these states assembled for instruction and discussions revolving about the merchandising of meat and in each case voted unanimous approval of the short course idea. Plans are under way for similar courses next year, upon the request of the dealers.

NEWS OF THE RETAILERS.

William Pinske recently purchased the Hilmer meat market at Fairfax, Minn.

A new meat market has been opened in Monticello, Minn., by A. M. Mause.

Pat Regolo has opened a meat market at 623 University ave., St. Paul, Minn.

Meat markets have been opened at Belle Fourche, S. Dak., by George Schafer, and at Valley City, N. Dak., by Louis Euhry.

Shoprite Market has leased the former Wittick food shop at 307 Fourth st., west, and is now open for business. Kenneth Wright is manager.

Fred Bernegger and William Smith, partners, will operate the new Quality meat market recently opened at New London, Wis.

W. R. Wallace, Austin, Minn., is opening the meat market at Stacyville, Ia., recently vacated by Harvey Hoffman.

L. V. Armintrout, Allegan, Mich., has purchased the meat market at Bloomington, Mich., from Cleo Myers.

A. D. Forrestal, Albert Elinger and J. J. Dolan have incorporated for the purpose of operating the Avenue Food Market Corporation, Milwaukee, Wis.

Frank M. Cox, proprietor of the meat market at 115 S. Main st., Bloomington, Ill., has filed a petition in bankruptcy.

George H. Musburger, proprietor of a meat and grocery store at Washington, Ia., has filed a bankruptcy petition in the federal district court at Davenport, Ia.

Lakeview meat market recently opened in Clear Lake, Ia.

M. J. Sime has purchased the meat market recently owned by Delmer Courtright at Duncombe, Ia.

Oscar Boose will open a meat business in Elkhorn, Ia., on May 1st.

1933 Retail Meat Price Charts

to meet the changed conditions

ARE NOW READY

Excellent and speedy reference sheet for costs and selling prices of retail cuts, worked out with practical needs of the dealer in mind. Save time in daily price calculations and protect against mistakes. Especially valuable at inventory time.

Chart No. 1 gives cost and selling prices of retail cuts from whole carcasses or sides.

Chart No. 2 gives cost and selling prices of retail cuts from extra wholesale cuts, such as chuck, loins, ribs, rounds, etc.

You will need both charts, and we offer them both for \$2.00; or \$1.00 each.

**Use this coupon. You may
send cash.**

THE NATIONAL PROVISIONER

407 S. Dearborn Street, Chicago, Ill.

Enclosed find \$.....for which send the following number of 1933 Revised Meat Price Cards.

Quantity No. 1....Quantity No. 2....

Name.....

Street.....

City.....State.....

AMONG NEW YORK RETAILERS.

Chairman Joseph Wagner presided at a meeting of Eastern district branch held in Schwaben Hall, April 24. A report was read on the activities of the State Association in behalf of the meat dealers' code and from all reports, particularly from Congressman E. Celler, it is very likely a public meeting will be held on this early in May. C. Nachtrab, of Ozone Park was initiated into the ranks of membership.

A real old timers' night, a good dinner, a congenial gathering and music continuous from 8:30 p.m. to 1:30 a.m. with entertainment tells the story of the Bronx Branch social last Sunday night. State president and Mrs. Anton Hehn, Joseph Eschelbacher and John Harrison and family represented their branches.

NEW YORK NEWS NOTES.

Visitors to New York last week included E. H. Branding, meat specialty department, and W. R. Brown, legal department, Wilson & Co., Chicago, Ill.

Frank A. Hunter, president and general manager, Hunter Packing Company, East St. Louis, Ill., was in New York last week.

H. C. Bohack & Co., Inc., operators of a chain of food stores in Brooklyn, Long Island and Queens, have opened a new complete food market at 260 Flatbush ave., Brooklyn. This store includes a delicatessen department which is a new feature for Bohack stores.

Meat and fish seized and destroyed by the health department of the city of

New York during the week ended April 21, 1934, were as follows: Meat—Brooklyn, 52 lbs.; Manhattan, 2,311 lbs.; Bronx, 922 lbs.; Richmond, 7 lbs.; total, 3,292 lbs. Fish—Bronx, 10 lbs.

DEATH OF ADAM WICKE.

Adam Wicke, founder of A. C. Wicke Mfg. Co., passed away at his home, 8631 105th street, Richmond Hill, L. I., April 21. Mr. Wicke was born in Germany 66 years ago and was active up to the time of his death following a stroke. He had just returned from a vacation in Florida. Mr. Wicke had a host of friends, as attested by the numbers attending the masonic services Monday evening and the funeral Tuesday as well as by the floral tributes. The business, which has been located at its present site, 414 East 102nd street, Manhattan, for the last thirty years, is a monument to his integrity and honest dealings. The grief manifested by the members of the organization showed clearly the love and respect held for the man who was really a father to his large business family. He is survived by the widow, Mrs. Adelaide Buchow Wicke, a son, Charles E., who is in charge of the business, a daughter, Mrs. George Fuchs, and several grandchildren.

DISMISS TRICHINOSIS CLAIM.

A suit for \$100,000.00 damages for contracting trichinosis from hog products alleged to contain trichinae parasites, brought against the Thomas A. Hughes Co., Inc., Newark, N. J., slaughterers, was dismissed on April 12 by Justice Carew in New York supreme court after a three day trial. Plaintiffs, Mr. and Mrs. William Siebert, claimed they were confined to Bellevue hospital for many months as a result of the disease, claimed to have been contracted by them from eating pork, originally sold by Hughes and Co. to a pork butcher from whom plaintiffs bought pork sausages.

The action was defended by Leon Dashew, attorney for the Thomas A. Hughes Co., wholesale slaughterers of hogs, who contended that it was commercially and scientifically impracticable to make an inspection for trichinae parasites in hogs. The court sustained this view and dismissed the suit. The decision is of importance because there are now pending in the courts of New York over fifty such cases for damages.

ARMOUR BUILDING AT FAIR.

(Continued from page 23.)

and where Armour products will comprise the menu. Beyond the paneled glass of the restaurant an open plaza will extend over the water with comfortable chairs and benches and a boat landing.

One of the largest mechanical dioramas on the fair grounds will be set on the floor in the center of the first hall of the building, with a raised platform around it for spectators. The map will illustrate how the company has solved the problem of distribution in the United States through strategically located packing plants, branch houses and refrigerator cars. Working of the distribution system will be explained in relation to mechanical

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on April 26, 1934:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (1) (300-500 LBS.):				
Choice	\$10.50@11.50		\$11.50@12.00	
Good	9.00@10.50		10.00@11.50	
Medium	8.00@9.00		9.00@10.00	
Common			8.00@8.50	
STEERS (500-600 LBS.):				
Choice	10.50@11.50		11.50@12.00	12.00@12.50
Good	9.00@10.50		10.50@11.50	11.00@12.00
Medium	8.00@9.00		9.00@10.00	10.00@10.50
Common			8.00@8.50	
STEERS (600-700 LBS.):				
Choice	11.50@12.50		11.50@12.50	12.00@12.50
Good	10.50@11.50		10.50@11.50	11.00@11.50
Medium	9.00@10.00	10.50@11.50	9.50@10.50	10.00@10.50
STEERS (700 LBS. UP):				
Choice	11.50@12.50	12.50@13.50	12.50@13.00	12.00@12.50
Good	10.50@11.50	11.50@12.50	11.00@12.00	11.00@12.00
COWS:				
Good	7.50@8.70	9.50@10.00	10.00@10.50	8.50@9.00
Medium	6.50@7.50	8.50@9.50	9.00@9.50	7.50@8.50
Common	5.50@6.50	8.00@8.50	7.00@8.50	6.50@7.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	10.00@11.00	13.00@14.00	12.00@13.00	11.00@12.00
Good	8.50@10.00	11.00@13.00	10.50@12.00	10.00@11.00
Medium	7.50@8.50	8.50@11.00	9.00@10.00	8.00@10.00
Common	6.50@7.50	7.50@8.50	8.00@9.00	7.00@8.00
CALF (2) (3):				
Good			9.00@10.00	
Medium			8.00@9.00	
Common			7.50@8.00	
Fresh Lamb and Mutton:				
SPRING LAMB:				
Choice			20.00@22.00	
Good			19.00@21.00	
Medium			19.00@20.00	
LAMB (38 LBS. DOWN):				
Choice	19.00@20.00	19.00@20.00	19.00@20.00	19.00@20.00
Good	18.00@19.00	18.50@19.50	18.00@19.00	18.00@19.00
Medium	17.00@18.00	17.50@18.50	17.00@18.00	17.00@18.00
Common				
LAMB (39-45 LBS.):				
Choice	19.00@20.00	18.50@19.50	18.50@19.00	18.50@19.00
Good	18.00@19.00	18.00@19.00	18.00@18.50	18.00@18.50
Medium	17.00@18.00	17.00@18.00	17.00@18.00	17.00@18.00
Common				
LAMB (46-55 LBS.):				
Choice	18.00@19.00	18.00@19.00	17.50@18.50	17.50@18.00
Good	17.00@18.00	17.50@18.50	17.00@17.50	17.00@17.50
MUTTON (EWE) 70 LBS. DOWN:				
Good	11.00@12.00	12.00@13.00	11.00@12.00	
Medium	9.00@10.00	11.00@12.00	10.00@11.00	
Common	8.00@9.00	10.00@11.00	8.00@9.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	13.00@14.50	14.50@15.50	14.50@16.00	15.00@15.50
10-12 lbs. av.	13.00@14.50	14.50@15.50	14.50@16.00	14.50@15.50
12-15 lbs. av.	12.00@13.00	14.00@14.40	14.00@14.50	14.00@15.00
16-22 lbs. av.	11.50@12.00	12.50@13.50	13.00@14.00	13.00@14.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	8.50@9.50		10.00@11.00	10.50@11.00
PICNICS:				
6-8 lbs. av.		9.50@10.50		
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	10.50@12.00		12.00@13.00	12.00@13.00
SPARE RIBS:				
Half sheets	6.50@7.50			
TRIMMINGS:				
Regular	6.00@6.50			
Lean	10.50@12.00			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

operation of the map by a robo-phone.

Outstanding decorative aspect of the Armour exhibit will be provided by six giant murals, covering the side walls of each of the three halls. They will be artistically notable because of the new technique, to create a sense of depth, employed by David Leavitt, famous mural artist. Theme of the murals will be the growth and progress of Armour and Company since Philip Danforth Armour first engaged in the crude and wasteful packing processes of 1867 in a small building on Archer road near what was then the edge of the city of Chicago.

The exhibits will show the scientific development of animal by-products and new processes in handling meat, particularly refrigeration, which have built that primitive business until it provides direct employment to thousands of Chicagoans and indirect employment to many more.

Service, to the farmer in processing his livestock to achieve greatest value will be illustrated in the second hall of the building by explanation of the many hundreds of by-products. This exhibit will also be designed to make the public realize that secondary animal products, which were once considered waste, have been given a commercial value which radically reduces the price of meat in relation to the cost of the live animal.

Third of the exhibit halls will be devoted to informing the housewife of the various kinds and uses of fresh and prepared meats. Chipping and packing of dried beef has been chosen as the manufacturing process to be demonstrated in the second hall of the building, because no cooking is required in the operation and it will illustrate the sanitary precautions taken with containers, machinery and personnel.

MEAT PRICES AND CONSUMER.

(Continued from page 24.)

stantially higher than they were last year at this time.

Reason Pork Prices Are High.

MR. HARDENBERGH: You say, Mr. Rath, that pork products are substantially higher than they were a year ago?

MR. RATH: That's right.

MR. HARDENBERGH: And I believe you said that the market price of hogs was only six per cent higher than a year ago?

MR. RATH: That's correct, according to the Department of Agriculture's figures, but you should remember that, in addition to the market price of hogs, which, as I have said, is higher than it was a year ago, hog producers who cooperate in the government's corn-hog program, will receive benefit payments. These payments will average about five dollars per head, which is the approximate amount of the processing tax now being paid by packers on every hog dressed.

In addition, the producer will benefit from the fact that the government has used, and is using, funds from the processing tax in other ways intended to improve prices of hogs. And as I stated before, the market price of hogs—in other words, the cash amount the packer is paying for hogs—is actually higher than it was a year ago.

MR. HARDENBERGH: Well, Mr. Rath, I think you have demonstrated pretty clearly that consumers are paying higher prices for meat and that live stock producers, consequently, are receiving higher prices for their live stock than they were a year ago. That is good news!

Mr. McConnell has asked another question, but I guess what you have told me answers it. Mr. McConnell wants to know whether there are not fewer hogs going to market this year than last, and if so, he asks, why are the prices no higher to the farmers?

MR. RATH: As I have just explained, the prices packers are paying for hogs are higher than they were a year ago. Incidentally, to answer the other question Mr. McConnell asks, the number of hogs dressed under Federal inspection in the first three months of 1934 showed a decrease of less than one per cent, compared with the same period in 1933.

MR. HARDENBERGH: Thank you, Mr. Rath, I think you have answered Mr. McConnell's questions clearly.

Now, here's another question sent to us by a listener in Chicago. The writer wants to know: Why isn't meat produced and processed close to the centers of largest population and distributed in these localities?

Production and Consumption Centers.

MR. RATH: Unfortunately, Mr. Hardenbergh, live stock can't live in two-room flats in the city. They have to be able to get out and stretch their legs over broad acres and they have to be produced in the areas where corn and hay and the pasture for them grow, or is readily available.

As Mr. Felin, who is an Eastern meat packer, told you last week, approximately two-thirds of the meat produced in this country is produced West of the Mississippi River and about two-thirds of the meat is consumed East of that river.

Now, the people of Iowa consumed about 350 millions of pounds of meat last year, but the amount of meat produced in Iowa last year amounted to billions of pounds. As a matter of fact, this question touches on a point which is really the gist of the service which the packing industry performs—getting the meat from the areas where it is produced to the areas where it is consumed, speedily, efficiently and at a very low rate of profit.

MR. HARDENBERGH: Well, I can see that the packing industry certainly has a big job to do in distributing our nation's meat supply. But, I would like to ask you a pretty frank question that touches on the packers' efficiency in doing that job. Do you feel, Mr. Rath, that the producers of live stock and the consumers of meat in this country would be any better off if the packing industry were run as a cooperative enterprise or, perhaps, operated under governmental control, the way, for example, the public utilities are run?

Efficiency Essential.

MR. RATH: Mr. Hardenbergh, I think the packing industry does its job efficiently and well. As a private business we try to get a profit from our operations, but our profit is so small that it is not a factor in prices. We do our job of processing and distribu-

ting meat with the benefit of years and years of experience behind us. Obviously, we try to operate as efficiently as we can, because if we don't operate efficiently we can't stay in business in competition with people who do. The most efficient packer can sell his meat at the going market price and bid a higher price for live stock. Every packer is competing against every other packer in the attempt to operate most efficiently.

It wouldn't make any difference if the industry were operated by the packers, by the government, or by King Solomon, the price of live stock will continue to be determined by the amount of money people are willing and able to pay for meat.

MR. HARDENBERGH: It seems to me, Mr. Rath, that those facts you have just mentioned will help live stock producers to understand more about the packing industry, and that's a good thing because the folks in the Corn Belt are interested in the problems of the packing industry and want to know more about them. That's evident from the letters we have received. They don't want to be unreasonable in their attitude or their requests—all they want, I am sure, is a fair return for their investment and for the work they do.

Small Financial Return.

MR. RATH: And that's a very logical desire. I think it's probably typical of nearly everyone in the meat industry—packers and retailers as well as producers. The packers have their problems, just as the producers have theirs. We have been in a position where we have been running our businesses as well as we can, getting as good prices for meat as was possible, and paying as much for live stock as the value of the meat and by-products would allow. And for the past three years, the industry as a whole has had very little in the way of financial returns to show for its efforts. The folks who have invested their money in packing houses, and who depend in a great part on the interest on the investment which they have made for their means of support, in many cases received no returns whatever in 1931 and 1932. In 1933, the return was small.

MR. HARDENBERGH: They were tough years for producers, too, Mr. Rath.

MR. RATH: Yes, they were, I've been in the packing business a good many years. I've talked with many of my friends who have been in the business as long as I have—some of them longer. They all seem to agree that 1931 and 1932 were about as tough years for both producers and packers, as we have ever had. However, we've seen prices of live stock improve since the first of the year, and we're hopeful that better times are on the way for the live stock producers.

NEW SEABOARD RATES.

Reduced export rates on packing-house products to the Atlantic seaboard will become effective April 21 and the Interstate Commerce Commission has just granted railroads feeding southern ports permission to make their reduction on export rates effective on 15 days' notice. This permitted the southern rate to apply beginning April 26.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$ 6.25 @ 7.00
Cows, common to medium	3.00 @ 4.25
Bulls, common to medium	3.00 @ 3.85

LIVE CALVES.

Vealers, good to choice	\$ 7.00 @ 8.00
Vealers, medium	5.00 @ 6.75
Vealers, common	2.50 @ 4.50

LIVE LAMBS.

Lambs, good to choice	\$ 9.00 @ 9.50
Lambs, medium	8.00 @ 8.50
Lambs, spring	@ 13.00
Ewes	@ 4.50

LIVE HOGS.

Hogs, 185 lbs.	@ 4.50
Hogs, 257 lbs.	@ 4.00
Hogs, heavy	3.15 @ 3.40

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$ 9.00 @ 9.37½
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DRESSED BEEF.

Choice, native, heavy	.13 @ .14
Choice, native, light	.13 @ .14
Native, common to fair	.12 @ .12½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.11 @ .12
Native choice yearlings, 440@600 lbs.	.12 @ .13
Good to choice heifers	.10 @ .11
Good to choice cows	.8 @ .9
Common to fair cows	.7 @ .8
Fresh bologna bulls	6½ @ 7½

BEEF CUTS.

	Western.	City.
No. 1 ribs	.16 @ .18	.18 @ .20
No. 2 ribs	.15 @ .17	.16 @ .17
No. 3 ribs	.12 @ .14	.14 @ .15
No. 1 loins	.20 @ .24	.23 @ .25
No. 2 loins	.17 @ .18	.18 @ .20
No. 3 loins	.14 @ .16	.14 @ .16
No. 1 hinds and ribs	.16 @ .18	.16 @ .18
No. 2 hinds and ribs	.14 @ .15	.14 @ .15
No. 1 rounds	.12 @ .13	.12 @ .13
No. 2 rounds	.11 @ .12	.11 @ .12
No. 3 rounds	.9 @ .11	.9 @ .11
No. 1 chucks	.10 @ .11	.10 @ .11
No. 2 chucks	.9 @ .10	.9 @ .10
No. 3 chucks	.8 @ .9	.8 @ .9
Bolognas	6½ @ 7½	7 @ 8
Rolls, reg. 4@8 lbs. avg.	.22 @ .23	.22 @ .23
Rolls, reg. 6@8 lbs. avg.	.17 @ .18	.17 @ .18
Tenderloins, 4@6 lbs. avg.	.50 @ .55	.50 @ .55
Tenderloins, 5@6 lbs. avg.	.60 @ .65	.60 @ .65
Shoulder clods	.11 @ .12	

DRESSED VEAL.

Good	.11 @ .12
Medium	.9 @ .10
Common	.7 @ .8

DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	.19 @ .20
Lambs, good	.18 @ .19
Lambs, medium	.17 @ .18
Sheep, good	.11 @ .12
Sheep, medium	.9 @ .10

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	.15 @ .16
Pork tenderloins, fresh	.23 @ .24
Pork tenderloins, frozen	.20 @ .21
Shoulders, Western, 10@12 lbs. avg.	.10 @ .11
Butts, boneless, Western	.13 @ .14
Hams, regular, Western	.12 @ .13
Hams, Western, fresh, 10@12 lbs. avg.	.13 @ .14
Picnic hams, Western, fresh, 6@8 lbs. average	.9 @ .10
Pork trimmings, extra lean	.12 @ .13
Pork trimmings, regular 50% lean	.8 @ .9
Spareribs	.9 @ .10

SMOKED MEATS.

Hams, 8@12 lbs. avg.	.14½ @ .16½
Hams, 10@12 lbs. avg.	.14½ @ .16½
Hams, 12@14 lbs. avg.	.14½ @ .16½
Picnics, 4@6 lbs. avg.	.12 @ .13
Picnics, 6@8 lbs. avg.	.12 @ .13
City pickled bellies	.12 @ .13
Bacon, boneless, Western	.17 @ .19
Bacon, boneless, city	.16 @ .18
Rollettes, 8@10 lbs. avg.	.16 @ .17
Beef tongue, light	.22 @ .25
Beef tongue, heavy	.24 @ .26

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd	30c a pound
Sweetbread, beef	30c a pound
Sweetbread, veal	30c a pair
Beef kidneys	8c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .75 per cwt.
Breast fat	@ 1.00 per cwt.
Edible suet	@ 1.50 per cwt.
Inedible suet	@ 1.25 per cwt.

GREEN CALFSKINS.

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 veals	.12	1.55	1.65	1.70
Prime No. 2 veals	.11	1.40	1.50	1.55
Buttermilk No. 1	.10	1.30	1.40	1.45
Buttermilk No. 2	.9	1.20	1.30	1.35
Branded grubby	6	.80	.90	1.05
Number 3	6	.80	.90	1.05

BUTTER.

Creamery, extras (92 score)	@ 24
Creamery, firsts (91 score)	@ 24
Centralized (90 score)	.23½ @ .23¾

EGGS.

(Mixed Omelets.)	
Special packs or hennerly selections	18½ @ 20
Standards	17½ @ 18
Firsts	@ 16½

LIVE POULTRY.

Fowls, colored, via express	.16 @ .17
Broilers, Rocks	@ 24
Chickens, hens	@ 18

DRESSED POULTRY.

FRESH KILLED.	
Fowls—fresh—dry packed—12 to box—	
Western, 40 to 65 lbs. to dozen, lb.	.20 @ .21
Western, 48 to 54 lbs. to dozen, lb.	.20 @ .21
Western, 36 to 47 lbs. to dozen, lb.	.19 @ .20
Western, 36 to 42 lbs. to dozen, lb.	.19 @ .20
Western, 30 to 35 lbs. to dozen, lb.	.18 @ .19
Chickens, nearby	.24 @ .28

Chickens—frozen—12 to box—	
Western, 40 to 65 lbs. to dozen, lb.	.19 @ .24
Western, 48 to 54 lbs. to dozen, lb.	.17 @ .22
Western, 43 to 47 lbs. to dozen, lb.	.17 @ .21
Western, 36 to 42 lbs. to dozen, lb.	.16 @ .20
Western, 30 to 35 lbs. to dozen, lb.	.16 @ .20

Ducks—	
Spring, per lb.	.15½ @ .16

Squabs—	
Nearby, per lb.	.30 @ .40

Turkeys, frozen:	
Young toms	.15 @ .25½
Young hens	.15 @ .23

Fowls, frozen—dry pkd.—12 to box—	
Western, 40 to 65 lbs. to dozen, lb.	.19 @ .24
Western, 48 to 54 lbs. to dozen, lb.	.17 @ .22
Western, 43 to 47 lbs. to dozen, lb.	.17 @ .21

BUTTER AT FOUR MARKETS.

Wholesale prices of butter at Chicago, New York, Boston, and Philadelphia, week ended April 20, 1934:

	Scores 93	92	90	88
Chicago	.22½-23½	.22½	.21½	.21½
New York	.24½-24½	.23½	.23½	.24
Boston	.24½-24½	.24½	.24	.24
Phila.	.25½-25½	.24½	.23½	.24

Wholesale price carlots—fresh centralized butter—90 score at Chicago:

	Scores 90	89	88
Chicago	.22½-22½	.21½	.21½
New York	.23½-23½	.23	.23
Boston	.24-24	.24	.24
Phila.	.25-25	.25	.25

Receipts of butter by cities (tubs):

	This week.	Last year.	Since Jan. 1, 1934.	1933.
Chicago	34,857	30,716	36,732	740,872
N. Y.	53,832	55,507	59,746	1,087,210
Boston	16,762	17,000	17,253	353,450
Phila.	20,009	20,316	22,209	384,816

Total 125,460 124,529 135,940 2,568,448 2,748,026

Cold storage movement (lbs.):

	In April 19.	Out April 19.	On hand April 20.	Same last year.
Chicago	16,100	62,596	3,311,520	1,132,467
N. Y.	82,426	84,268	1,801,823	703,562
Boston	18,489	22,071	300,490	215,682
Phila.	17,640	33,706	1,239,422	1,391,827

Total 134,655 202,641 6,653,255 3,533,938

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:	
May and June inclusive	@ \$25.00
Ammonium sulphate, double bags, per 100 lbs., A.A.S. New York	@ nom.
Blood, dried, 10% per unit	@ 2.75
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	3.00 & 10c
Fish meal, foreign, 11% ammonia, 10% B. P. L.	@ 37.00
Fish bones, acidulated, 3% ammonia, 3% A.P.A. Del'd Balt. & Norfolk	3.00 & 50c
Soda nitrate, per net ton, May and June	@ 24.50
In 200-lb. bags	@ 23.80
In 100-lb. bags	@ 27.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.50 & 10c
Tankage, unground, 9@10% ammonia	2.40 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@ 24.50
Bone meal, raw, South American, 4½ and 50 bags, per ton c.i.f.	@ 25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.00
Potash.	
Manure salt, 30% bulk, per ton	@ 19.15
Kainit, 14% bulk, per ton	@ 9.70
Muriate, in bags, per ton	@ 37.15
Sulphate in bags, per ton	@ 42.15
Prompt shipment.	

Dry Rendered Tankage.

50% unground	@ 47½
60% ground	@ 50

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 65.00
Black or striped hooft, per ton	45.00 @ 50.00
White hooft, per ton	@ 100.00
Thick bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended April 21, 1934, with comparisons:

	Week ended April 21.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	10,712	8,823	7,091
Cows, carcasses	815	618	908½
Bulls, carcasses	267	194	249
Veals, carcasses	15,300	14,112	17,230
Lambs, carcasses	31,957	26,557	34,627
Mutton, carcasses	1,632	1,626	1,516
Beef cuts, lbs.	454,148	394,971	361,453
Pork cuts, lbs.	1,969,943	1,919,507	2,508,973
Local slaughters:			
Cattle	10,452	9,871	6,385
Calves	17,893	15,940	11,311
Hogs	44,221	44,544	39,254
Sheep	62,406	60,540	61,218

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended April 21, 1934:

	Week ended April 21.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	2,810	2,611	2,185
Cows, carcasses	860	875	905
Bulls, carcasses	290	329	305
Veals, carcasses	2,013	1,680	2,043
Lambs, carcasses	10,401	11,015	12,702
Mutton, carcasses	850	352	547
Pork, lbs.	318,706	415,782	502,875
Local slaughters:			
Cattle	2,127	2,154	1,505
Calves	4,418	3,973	3,342
Hogs	18,422	17,234	16,182
Sheep	6,888	5,789	5,508

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended April 21, 1934, with comparisons:

	Week ended April 21.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	2,367	2,369	2,477
Cows, carcasses	1,834	1,813	1,819
Bulls, carcasses	44	31	10
Veals, carcasses	604	1,041	1,043
Lambs, carcasses	14,588	13,017	22,419
Mutton, carcasses	296	440	801
Pork, lbs.	248,565	223,249	432,834

@ \$25.00
 @ 2.75
 @ 10c
 @ 37.00
 @ 50c
 @ 24.50
 @ 25.00
 @ 27.00
 @ 10c
 @ 10c
 @ 24.50
 @ 25.00
 @ 8.00
 @ 19.15
 @ 9.70
 @ 87.15
 @ 42.15
 @ .47 1/2
 @ .50
 @ 85.00
 @ 65.00
 @ 50.00
 @ 100.00
 @ 70.00
 @ 200.00
 @ 1833.
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 905
 255
 2,043
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 502,673
 1,505
 3,842
 16,182
 5,940
 2,477
 1,819
 10
 1,043
 22,419
 801
 432,834

21 MILLION PEOPLE

will see this advertisement
about your products in "Cellophane" in
SATURDAY EVENING POST
LADIES' HOME JOURNAL

When you see this advertisement in the April issue of Ladies' Home Journal and later in The Saturday Evening Post, remember that it is only one of many, many millions of advertisements which are strengthening public preference for your products protected by "Cellophane" transparent wrapping. Du Pont Cellophane Company, Inc., 350 Fifth Avenue, New York City.

Cellophane
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MR. SCHULTZ, I'M AWFULLY BUSY ABOUT GETTING CLEAN FOOD THAT'S LIKE THOSE "CELLOPHANE" PACKAGES

LOTS OF MY CUSTOMERS SAY THE SAME THING, MRS. HARTLEY

Miss Laura Kittredge Kennedy, nationally known cooking school lecturer, says:

"One of the first rules of good cooking is absolute cleanliness—for nothing will destroy appetite quite as quickly as the knowledge that food is not as clean as it should be. This is more than a kitchen rule. It begins with the selection of food in the store. For my part, I avoid buying unprotected foods. When, for instance, I see fine meat products sealed in 'Cellophane,' I know they haven't been exposed to handling and other contamination. 'Cellophane' appeals to me as a great safeguard of health as well as appetite."

SEE WHILE YOU BUY
DU PONT



Miss Laura Kittredge Kennedy, nationally known cooking school lecturer, says: "One of the first

rules of good cooking is absolute cleanliness—for nothing will destroy appetite quite as quickly as the knowledge that food is not as clean as it should be. This is more than a kitchen rule. It begins with the selection of food in the store. For my part, I avoid buy-

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CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Working Sausage Foreman

Position wanted by sausage maker experienced making complete line of sausage products and kosher style of better class. Can run all departments at minimum cost and solve your competitive price problems. Married, dependable, good references. W-558, The National Provisioner, 300 Madison Ave., New York City.

Sausage Foreman

Available now, sausage maker thoroughly experienced producing complete line of sausage products and baked goods that appeal to trade. Can use all available material to advantage, operate economically and show complete reports of all operations. Married, 38 years old. Best references. W-560, The National Provisioner, 300 Madison Ave., New York City.

Plant Superintendent

Young, live-wire packinghouse man thoroughly trained to operate plant economically, wide practical experience, all departments, killing, cutting, curing, sausage manufacturing, smoking, etc., desires connection with reliable concern as superintendent. Now employed by large Eastern packer. Excellent character, good personality. A-1 references. Not afraid of work. W-559, The National Provisioner, 300 Madison Ave., New York City.

Working Sausage Foreman

Expert sausage maker wishes permanent position as foreman with large packer. Wide practical experience manufacturing all kinds of high-quality sausage, specialty loaves and delicatessen. Can handle men and operate sausage department profitably. Best references. W-545, The National Provisioner, 407 S. Dearborn St., Chicago.

Sales Manager

Young, aggressive, 17 years' experience both northern and southern trade with large independents, both main plants and branches. Also experienced production. Seeking permanent position with prospects of real future. Ten years with present employer. Good reason for making change. Excellent references and clean successful record. Will go anywhere. W-546, The National Provisioner, 407 S. Dearborn St., Chicago.

Expert Sausagemaker

Are you interested in putting your sausage department on profit-making basis? My 20 years' experience making sausage of all kinds; also curing hams and bacon have fitted me to run this department economically and profitably. Young, energetic, steady, married man with family. W-557, The National Provisioner, 407 S. Dearborn St., Chicago.

Superintendent

Want position as superintendent. Practical experience covering beef and pork, killing, cutting, curing, etc. Can produce results with least labor cost. Now employed. Want to change for good reason. Will go anywhere. East preferred. Can furnish references from past and present employers. W-551, The National Provisioner, 407 S. Dearborn St., Chicago.

Position Wanted

Packinghouse Man

Packinghouse man with 20 years' successful record as plant and branch house manager and as manager of sales, provision, beef and mutton departments. Now employed, seeks change. Thorough knowledge of product, sales and operating, including costs. Age 45. W-563, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Salesman

Wanted, glue salesman. One with experience, following and ability, to dispose of entire output of small eastern plant. Give full particulars in reply which will be treated confidentially. W-561, The National Provisioner, 300 Madison Ave., New York City.

Miscellaneous

Albert E. Behnke, D. V. S.

Consulting Veterinarian, Former Associate Chief, Meat Inspection Division, U. S. Bureau of Animal Industry, Washington, D. C., now has offices at 502 Providence Building, Milwaukee, Wis.

Capital Wanted

Wanted, capital, with or without service, for production of specialty pork products. Factory equipped new. Write W-557, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Export & Import Packing Plant

For sale, smoking, packing and distributing plant on Atlantic Coast between New York and Boston; 200 tons refrigeration, railroad siding and dock for ocean shipments. Modern cold storage and packing buildings. Write owner's representative at FS-555, The National Provisioner, 407 S. Dearborn St., Chicago.

Small Packing Plant

For sale, small packing plant in southern Indiana. Modern equipment priced to sell; will lease building. Plenty of cooler room and up-to-date retail room and fixtures; 35 horsepower boiler and 20-ton York ice machine, good as new; own water plant. All has been installed in the last four years. Write FS-548, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Equip. for Sale & Wanted

Hog Scraper

For sale, 1 No. 53 "BOSS" regular U scraper, 17 feet long, capacity about 225 hogs per hour; motor driven. This machine recently overhauled and not used since. FS-556, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mangle, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Rendering Equipment

For sale, Complete Hydrogenated Oil Plant. One 3 ft. by 6 ft. Allbright-Neil Lard Roll; 2 Shriver 24 in. x 24 in. 25-plate Lard Filter Presses. Send for our circulars listing Grinders, Melters, Lard Rolls, Filter Presses, Cookers, Cutters, Meat Mixers, Rendering Tanks, Hammer Mills, Disintegrators, Kettles, Ice Machines, Boilers, Pumps, etc. What idle machinery have you for sale? CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York City

Rendering Machinery

For sale, two 5 x 9, also one 5 x 16 good, used fat melters, also suitable for dryers; and 2 V. D. Anderson crackling expellers.

Wanted, good, used single-beef hoist; 500- to 1,000-pound Shepard hoist; packinghouse dump trucks (buggies); Mits & Merrill or Diamond box. FW-553, The National Provisioner, 407 S. Dearborn St., Chicago.

Meat Loaf Pans

Wanted, 50 meat loaf forms, 4 1/2 x 4 1/2 x 12 inches. Must be good condition. State make and price. W-562, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Canning Machinery & Equipment

Wanted, meat canning machinery and equipment: cutters, cookers, can washers, exhaust box retorts, etc. State condition and price. W-554, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Dispose of your surplus equipment through THE NATIONAL PROVISIONER "Classified" ads.

Wilmington Provision Company TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lambs and Calves*

U. S. GOVERNMENT INSPECTION
WILMINGTON DELAWARE

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

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CARLOT SHIPPERS

Straight and mixed cars

PORK BEEF LAMB MUTTON VEAL

HORMEL

GOOD FOOD

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Plant at Austin, Minn.

Packinghouse Branches
or Car Routes in Principal
Distributing Centers.

Shippers of Carloads and Mixed Cars of Pork, Beef, Lamb, Veal, Provisions

ALSO A FULL LINE OF QUALITY DRY SAUSAGE

Krey's

St. Louis

Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions

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"Deliciously Mild"

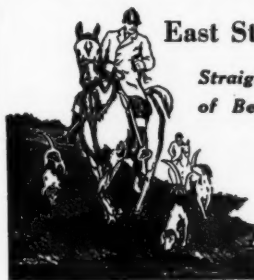
New York Office—259 W. 14th St.

REPRESENTATIVES

D. A. Bell, Boston, Mass. H. D. Amiss {Washington, D. C.
M. Weinstein Co., Philadelphia, Pa. {Baltimore, Md.

Hunter Packing Company

East St. Louis, Illinois



*Straight and Mixed Cars
of Beef and Provisions*

NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
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"AMERICAN BEAUTY"

HAMS and BACON

**Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions**

Represented by

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200 W. 14th St. 38 N. Delaware Av. 631 Penn. Av., N.W. 148 State St.

The RATH PACKING CO.

❖
Pork and Beef Packers

BLACKHAWK HAMS and BACON

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Packing House Products**

Waterloo, Iowa

JACOB DOLD PACKING Co.

Dold

HAMS and BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF PORK, BEEF SAUSAGE AND PROVISIONS

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BRAND**

BUFFALO

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WICHITA

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Price Quality Service

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St. Paul

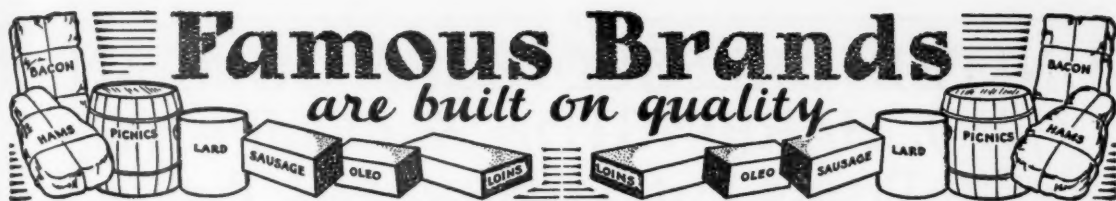
DRESSED BEEF
BONELESS BEEF and VEAL
Carlots *Barrel Lots*

The Columbus Packing Company

Pork and Beef Packers
Columbus, Ohio
Schenk Bros., Managers
New York Office: 410 W. 14th St.

Arbogast & Bastian Company
MEAT PACKERS and PROVISION DEALERS
WHOLESALE SLAUGHTERERS OF
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U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.


ALBANY PACKING Co., Inc.
ALBANY, N.Y.



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Manufacturers of



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City Dressed Beef, Lamb and Veal, Poultry

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Selected Hog and Sheep Casings a Specialty
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The successful LINK
for the sausagemaker

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HIGH QUALITY

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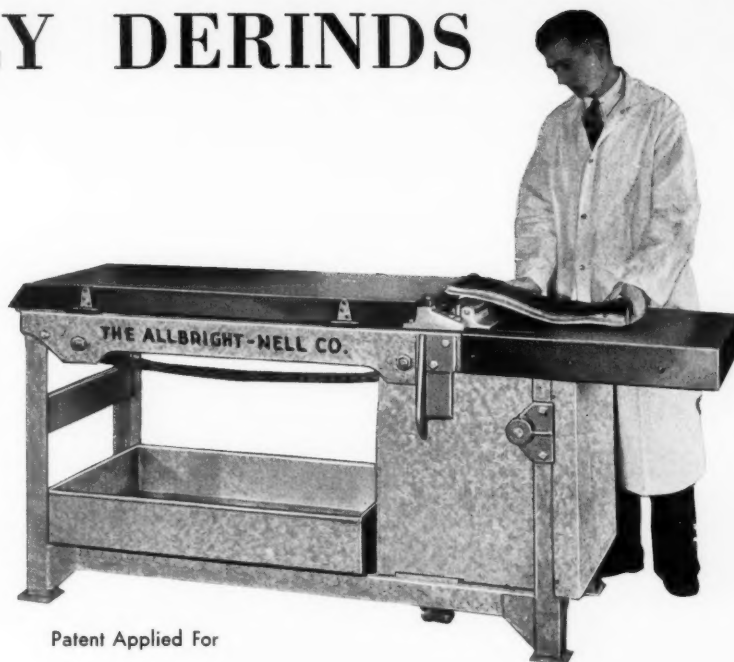
500

to

600

BACON SLABS

PER HOUR



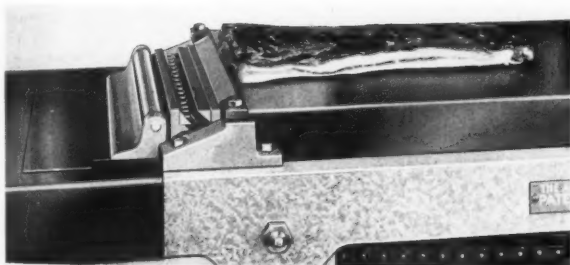
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BACON SKINNER

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This view shows skinned bacon as it is delivered on the table. The gripper, with jaws open, is ready for another slab. Note that the gripper extends past the knife to facilitate insertion of skin.

The knife can be easily adjusted to closely and smoothly sever the skin from the slab, there-

fore leaving none of the valuable bacon product on the skin. Even tho your capacity would require only a couple of hours work per day on a machine of this kind, it would soon pay for itself.

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